

**Semira Khaleeli**

Coach and Facilitator: Selling Skills, Communication skills, Personal Brand, Executive Presence.

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Semira is a Sales, Communications & Behavioural Skills Coach and Facilitator

In addition to being a Certified Coach (Growmore Avenues) and a TISS Certified Trainer she is also a Licensed NLP Practitioner (Alphastars & W3 Success Academy), Certified DISC Trainer (Strengthscape), Certified Image Management Specialist (Image Consulting Business Institute), MapsTell Guide, EI Practitioner (Mind Coaching academy) and Enneagram Practitioner (Atiitya Consulting).

Founder of **Imagination – Training & Coaching**, which offers training and coaching to individuals, colleges and corporate organisations on Sales, Communication, Personal Branding and Executive Presence.

She has spent 20 years in hospitality marketing, sales, consulting with India's blue chip hotel brands which include the Taj, the Oberoi, the Leela, The Park and Keys Hotels.

Her last assignment prior to founding **Imagination**, was with Keys Hotels as General Manager -Sales & Marketing, leading sales teams across 8 cities nationwide. She was responsible for implementation of sales processes and represented the company through participation in Travel marts like SATTE, WTM for brand development and promotion.

"As part of my role as a manager, in addition to handling key accounts and clients, for decades I had to coach and counsel team members which I found immensely rewarding, especially when they won contracts and achieved their goals. I earned a great sense of achievement by having added some value to their professional lives.

Having worked in hospitality sales and marketing and being exposed by way of client interactions from various industries, coaching and training teams, transitioning into the professional coaching space was a natural choice for a new career. I chose sales and communications as areas to specialize in because of my experience across its different facets over the years."

Semira has conducted programs across industries on - *Communication skills, Email Etiquette, Written Business Communication, Selling skills, SPIN Selling, Consultative Selling, Communication skills for Sales Professionals (DISC), Selling through Storytelling, Virtual Selling Skills, , Personal Effectiveness, Time Management, , Teamwork (DISC), Social Intelligence, Presentation skills, International Dining Etiquette, Social and Workplace etiquette, Appropriate Clothing, Grooming, Body Language, Personal branding, Campus to corporate, Personal Impact & Executive Presence.*

Semira is the Executive Coach for the CII Level Up Programs for professional women. She is also visiting faculty at a local management college where she trains students in Communication Skills.

Some of the institutions and companies she has been associated with – Bajaj Allianz, Godrej , CARE Ratings, CRISIL, HDFC Home Loans, Cleanmax Solar, Ultratech, VIP Industries, Siemens, Times of India, Vedic Village Hotel & Resort, NRB Bearings, Lawrence & Mayo, Netrika Investigations, Zicom Security, DB Realty, Gokuldharm Real Estate Development, Real Gem Buildtech, Regus, Electrotherm Ltd, Shaze, Zuri Hotels & Resorts, Lodha builders, Akamai, Honeywell, Regal Shoes, Khaitan & Co., Midmark, Nexus Malls, Avanta, Amazon, TransformHub, Excelra, LivGuard Solar.

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