

CORPORATE PROFILE **ULTIMMA TRAINING**

STAND OUT FROM THE REST



WELCOME..

WE ARE INNOVATIVE, VIBRANT AND AMBITIOUS.

OUR BRAND IS DEVOTED TO ENHANCING THE SKILLS, ABILITIES AND KNOWLEDGE OF PEOPLE THROUGH OUR INNOVATIVE TRAINING PROGRAMS WHICH SAVES MONEY AND CONTRIBUTES TO CAREER AND ORGANIZATION'S SUCCESS.



VISION & MISSION

We believe in providing the best solutions to all our client needs and our goal is to see your organization grow with our consulting and training and our team at Ultimma thoroughly believes that our clients' growth as our own growth.



OUR VISION

To be the first training and consultancy choice of every corporate organization who consider their staffs as their assets and who wants to be innovative.



OUR MISSION

To serve our clients the best in consulting and training by discovering, developing and delivering innovative consultancy and training solutions through an exceptionally professional approach and by understanding the pulse of their business.



OUR VALUES

- Integrity
- Inspiring
- Innovative
- Passionate
- Consistent
- Optimistic

ABOUT US

Making you to reach your highest potential, that's what we do at Ultimma Training. We are young yet successful corporate training provider, focusing on soft skills training in Sri Lanka and overseas. We have built a pool of highly satisfied clientele in a short period of time which includes the top corporate in Sri Lanka.

We understand that each of our client has different needs and we understand our responsibility to provide them with a customized service which meets their requirements. Our capacity to provide tri lingual programs across the country is one of the keys to our success.

With Ultimma Training, you are guaranteed with results based training where we identify clients' staff training gaps and, tailor make programs that brings out the best results. We include mystery shopping in our customization program to understand the ground situation. Our main aim is to guide our clients to transform from good to great through structured training programs.

TOP REASONS TO CHOOSE US



Lot of preparation in understanding the training needs and the knowledge gaps of participants to provide customized training.



We provide training in English, Sinhala and Tamil around the country with utmost quality, understanding the client requirements.



We conduct workshops which emphasizing ample discussions and demonstration of methods of practical application.



Our team of experts carefully observes the industry trends and come up with new topics to be addressed in the corporate arena.



We conduct mystery shopping exercises to understand the service quality standards of the training participants and then conduct the training.



A measurement mechanisms or evaluation will take place after the training program to check the outcome against the training objectives.



SO FAR WE HAVE TRAINED

103 COMPANIES

45 NATIONALITIES

10000 CORPORATE PARTICIPANTS

5000 STUDENTS/UNDERGRADUATES

3500 UNDER PRIVILEGED



PRASSANNA PATHMANATHAN

FOUNDER / LEAD TRAINER

MBA (UK), B.Sc (Hons) UK, Dip M MCIM (UK), AMABE (UK),
Dip. HRM (UK), Dip. PSYCH (UK), CHARTERED MARKETER (UK),
CPM (ASIA), AMA (USA), MSLIM (SL), PRACTICING MARKETER (SL)

SALES ADVISOR
PERSONAL COACH
CORPORATE TRAINER
MORTIVATIONAL SPEAKER
FASHION / BEAUTY EXPERT
MANAGEMENT CONSULTANT
LECTURER / PROJECT SUPERVISOR

Prassanna Pathmanathan is a household name in the field of training and mentoring in Sri Lanka. He's known as the expert of social styling and personality development trainings. Counting over eight years of experience in IT, Marketing, Sales, Business Development, Education and Fashion has made him a Pro in understanding knowledge gaps in the industry to customize the training programs to suit the needs of his clients.

His practical approach to etiquette programs and grooming sessions, sales and customer service workshops and management trainings are well recognized among the organizations. He has trained over 7500 corporate participants in Sri Lanka and have trained many international participants in the UK, Philippines, Singapore, Egypt, Mexico and other countries.

Prassanna also offers consultancy services as a Marketer to provide innovative business and marketing solutions to Sri Lankan enterprises. He offers marketing, communication and IT consultancy. He is also a visiting lecturer for Bachelor's and Master's Degree programs with specific emphasis on project management, marketing, system analysis, operations management and e-commerce.



LOCAL RECOGNITIONS

- Being appointed as the board member of Sri Lankan beauty council launched by Unilever Sri Lanka.
- Chairperson for South Asian Summit for Youth and Human Rights on Gender equality in Higher Education.
- One of the five entrepreneurs to meet His Royal Highness Prince of Wales Prince Charles to talk on creative entrepreneurship.
- Winning the most prestigious Young Creative Entrepreneur of the year award outshining 30 creative sectors.
- Appointed as the youngest National Director of Sri Lanka for three international pageants.
- The Gold medalist of University of Westminster (UK) in 2009.
- The youngest editor in chief of the first online magazine in Sri Lanka.



INTERNATIONAL RECOGNITIONS

- Been invited by AIESEC – Alexandria, Egypt to conduct seminars and workshops for Universities and schools on their career development and Entrepreneurship.
- Invited to train participants on personality development and public speaking over thirty countries for Mister and Miss Pancontinental pageant in Philippines.
- Invited as a judge for Mister and Miss Pancontinental beauty pageant in Philippines.
- First Asian to judge Mr. Earth worldwide pageant in Central America with globally renowned personalities.
- First Sri Lankan to chair the International Conference on Business and Technology in New Delhi, India, jointly organized by the state government of India and International Association of Management Scholars.
- Presented research papers in many prestigious international research conferences on Business and IT.



AWARDS WON

- Bronze Award at Cannes Lions Young Marketer of Sri Lanka – 2014
- Bronze Award at National Best Quality Software Awards – 2013
- Winner of the British Council’s “Young Creative Entrepreneur” (YCE) Fashion and Design Award - 2012
- Winner of the Business Innovation Award – 2009

SERVICES WE OFFER

BUSINESS PLANNING

We help you define what your business is and, what it intends to achieve in the future. Through our continuous meeting, we would be able to develop the best business plan that could be executed successfully.



MYSTERY SHOPPING



We help you in assessing the service quality levels and standards of your organization through specialized mystery shoppers thereby increasing the service quality level of your staff to serve your customers better.

MARKET RESEARCH

We will help you carryout market research that will help the business to launch products / services that would meet the customer requirements without fail thereby, increasing the market share and satisfying the customer.



MARKETING & COMMUNICATION PLANS



We help you develop marketing plans and communication plans which could boost the sales and customer base. We find the best cost effective ways to carry your marketing messages to your target audience with limited resources.

TRAININGS WE OFFER



Social Styling

Personality Development
Personal Branding
Greetings and Introductions
Business Etiquette
Handling calls and mails
Corporate Grooming
Dinning Etiquette



Personal Self Mastery

Building motivation
Positive Attitude
Self confidence
Self-esteem and awareness
Goal setting
Self-development
Secret of success



Customer Service and Selling

Effective Customer Service
Negotiation Mastery
Customer Relationship Management
Customer Research and Prospecting
Selling Skills
Handling Difficult Customers
Closing Sales



Management Skills Development

Decision Making
Time Management
Stress Management
Managing People
Problem Solving
Handling Difficult People
Supervisory Skills



Leadership and Team working

Organizational Leadership
Leadership for Change
Staff Motivation
Coaching and Mentoring
Building Team Synergy
Team Development
Managing Team Conflicts



Business Communication

Communication Essentials
Voice Projection
Public Speaking
Advance Business Writing
Effective Message Delivery
Mastering Body Language
Communication Strategies

INDUSTRY SPECIFIC TRAININGS



Finance / Insurance Training

Prospecting Clients
Relationship Marketing
Service Excellence
Cross Selling Skills
Personality Development
Insurance Selling
Sales Motivation



Hospitality Training

Relationship Marketing
Effective Customer Servicing
Wine Tasting
Restaurant Service
Food Safety and Handling
Bar Skills
Social Styling for Hotel Staff



Soft Skills Training for IT

Business Analysis
Project Management
Leading and Managing Project Teams
Interpersonal Skills for Project Managers
Effective Client Servicing
Building Rapport through Phone and E-mails
Social Styling for IT Professionals

Our passion for innovation, our expertise in creating the best training content and methodologies, delivery of the quality training, after training evaluation we focus on, relationship we maintain with our clients and appreciations we received from many participants around the world have made us the thought leader in the training industry.

PASSION PURPOSE PROFESSIONALISM

“Ultimma has done many workshops for us and always there is fantastic feedback from the participants and a marked improvement has been noticed in their behavior and attitudes. Through their programmes there is a lot of positivity and enthusiasm that has been instilled in our staff. Prassanna is very professional and easy to work with”.

Asanthi Gunaratne
AGM – HR

Mercantile Investments and Finance Plc

WHO WE HAVE TRAINED

Agriculture



Automobile



Apparel



Insurance



Broadcasting



Banks



FMCG



Finance



Telecommunication



Technology



Manufacturing



Other



WHAT OUR CLIENTS SAY

When Prassanna was sourced to conduct trainings, we were in the mindset that it will be another run on the mill but, the response we received from the sales personnel was overwhelming. In fact, it was heartwarming to experience an exponential change in the sales people. His ability to deliver in all three languages was a key benefit to us.

Hasinda Fernando, Senior Manager - HRD - Janashakthi Insurance Plc

The knowledge, commitment and enthusiasm shown by Prassanna are far exceptional compared to many we have worked with. The training outcome together with feedback received from participants has been revolutionizing. The practical and fun-filled training methods used by him, make people embrace the learnings very well and fast. Any organisation would benefit with Prassanna's skills and expertise.

Wathsala Mendis, Senior Manager - HR - Prima Ceylon

Our sales forces were taken through a series of interactive training sessions on customer servicing, grooming and service marketing by Ultimma. The results were phenomenal and boosted the confidence of the personnel and, led to exceptional results. We are happy that we have made the right choice to hire Ultimma Training. The programmes conducted by Prassanna were truly inspiring and motivating.

Daminda Perera, Senior Manager - Brands - Unilever Sri Lanka

Prassanna's ability to understand the importance of the Partners in our business and to deliver a customized training programme named "Make it Happen" is exceptional. The real life stories that were shared during the session were inspiring and it motivated us to try hard at our goals and achieve them. I believe, your lessons and activities were among the best to our partners and distributors have received at our workshops.

**Ashiq Niyaz, Manager - Partner Channel Marketing & Development
- Microsoft Sri Lanka and Maldives**

WHAT OUR PARTICIPANTS SAY

Thank you for an enlightened and entertaining training. All of the participants thoroughly enjoyed it and the training gave much learning that they can take forward for the rest of their lives.

Asela Waidyalankara, Project Manager – Dialog Axiata Finance Plc

It was a very useful training with an excellent trainer Prassanna. It really helped to improve my personality being working for an IT company. I feel IT companies should give importance to this type of training which helps the corporate to succeed among the competitors.

Sharaniya Jayasekeran, HR Consultant – Virtusa Pvt Ltd

Facilitator explained the topics very well. So far I have attended so many workshops but, I consider this to be the best and, I was able to understand the content of the program very clearly.

S. Pratheepan, Sales Officer – Janashakthi Insurance PLC

It was a great pleasure seeing passionate trainers like Mr Prassanna Pathmanathan. The session was so awesome and I really felt so motivated attending this training. One of the best inspirational and motivational trainer I have ever met in my life. Salute to you sir.

Karim Hassan, Law Graduate/HR Specialist – Egypt

“Within the limited time schedule Prassana proved to me that as a facilitator it was all about how well you can use time to get the best out of the contestants. He was professional throughout, efficient and instilled confidence into the pageant members, which was imperative. I consider him as a world class trainer”


Ben Hitchcock, Mr. Pancontinental 2015 – Philippines

ULTIMMA TRAINING


Your Ultimate Training Partner

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