

Sai Prakash Bhupalam

PHILOSOPHY STATEMENT

I am a personal development coach with a strong sales, service, management, and training background. I offer new ideas with modern perspectives that deliver solutions and help individuals optimize their inner potential. I have worked internationally and my exposure to different cultures and philosophies has helped me in contributing to my clients' progress and success. My approach to coaching is based on research from positive psychology and neuroscience.



One of the best testimonials of the fact that I am able to help my clients is when people call me even after a couple of years of having worked together to tell me about one of their "wins", or to just say thank you. There is no greater feeling of fulfillment and no deeper sense of knowing that I am on purpose than when I receive one such phone call.

AREAS OF EXPERTISE/RESULTS

- Life and Business Coaching
- Sales Coaching
- Communication and Interpersonal Skills
- Goal Setting and Goal Getting
- Leadership and Team Development
- Maximizing Personal Productivity
- Personal Development

EXPERIENCE / SELECTED PROJECTS

- Over 17 years in training, organizational development and coaching as an employee in the US and India. Coached sales consultants, managers, customer service reps and consulted with leaders for organizational development ideas and programs
- 6 years as an independent consultant for personal development, training, coaching, and facilitation
- 3 years as a student guidance counselor for a reputed engineering college in India
- 4 years as a personal development coach for professionals, faculty members, and students based in India
- "Reality Check" – a custom designed program for 55 faculty members conducted to establish trust and manage conflict between the faculty and staff of an engineering college

CREDENTIALS

- BS: Mathematics, Physics, and Chemistry
- Regional Sales Manager – medical device sales
- Presidents Club Gold Member – first to achieve on team of over 100 sales consultants
- Certified in "The Science of Happiness" - Berkeley
- Certified in Positive Psychology & Neuroscience
- Master Coach Level 1, Competent Certified Coach
- Social Psychology & Clinical Psychology certifications from Coursera
- Creativity, Innovation and Change certification from Coursera

SELECTED CLIENTS

- Keshav Memorial Institute of Technology, India
- Kerstin Jatho, Executive Leadership & Team Coach, South Africa
- Mallareddy College of Engineering, India
- Laura Gilieri, HRBP Supply Chain, Coca-Cola HBC, Italy
- HITAM Engineering College, India

Contact the Alliance at 206-616-8461 OR alliance@u.washington.edu.