



## Mr. Rajesh Tagore

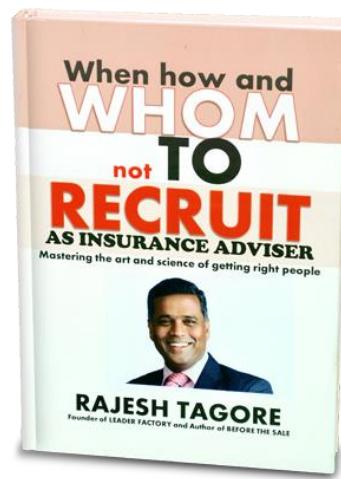
**Founder, Leader Factory, Mumbai | Renowned Sales & Leadership Trainer | Author | One of the Brand Ambassadors – Tata Mumbai Marathon, 2025**

With over **three decades** of experience in sales, leadership, and business growth, Mr. Tagore has transformed thousands of professionals into high-performing sales champions.

### About Mr. Rajesh Tagore



- Mr. Tagore was born in Rayagada, a small town in Orissa, and lived there until completing graduation.
- He started his career as a carbon paper **Salesman** in 1991 in Mumbai, In May 1992 – he Joined Dave Thomson Associates – Yellow Pages Publishing Company as a **Sales Executive**, was ranked **All India 1st among 430 sales people** in 1993. Got promoted to the position of **Sales Manager** in 1994.
- He started his **own Publishing Company** in June 1995.
- **Publisher of India's first multi-coloured Yellow Pages – Bombay Business Book (1998).**
- **Founder of Leader Factory**, Mumbai's premier **Sales & Leadership Training Center**.
- **Author of When, How, and Whom Not to Recruit as Insurance Adviser** and **Before the Sale**, and **Get Yes Every Time**.
- Since the year 2000, he has **trained over 20 lakh professionals** through **7000+ programs** worldwide.
- His **training materials (CDs, audios, videos)** have transformed **millions in sales**.
- **Pioneer of Visual-Aid-Based Training Programs**, having developed **40+ flip charts** for various industries.
- **One of the Brand Ambassadors for the Tata Mumbai Marathon**, inspiring thousands to embrace discipline, resilience, and endurance.





## Corporate Training Experience

Mr. Rajesh Tagore has worked with leading Indian and global corporations, including, **Coca-Cola, Procter & Gamble (P&G), Hindustan Unilever, LIC of India, HDFC Life, SBI Life, TATA AIA, TATA AIG, Canara HSBC Life, Reliance Life, ING Vysya Life, BBG India, Nutricharge, Siva Shakthi Group of Companies, Chambers of Commerce and multiple MSMEs, St. Stanislaus International School and Junior College, Siva Shakthi Group of Companies, Chamber of Commerce, Mahindra United Football team.** In Real Estate he has added value to Tata Housing, BBG India and hundreds Real Estate Entrepreneurs.

## Transformational Training Methods

Mr. Tagore is known for his **high-energy, breakthrough training methods**, integrating **firewalking, glass-walking, board-breaking, and free-fall exercises** into his Sales Mastery Programs. His sessions are designed to **challenge mental limits, build confidence, and create unstoppable sales professionals.**

## Beyond Training

A **passionate marathon runner**, he participates in **42 km full marathons** in Mumbai, Bangalore, Surat, Vasai, and Hyderabad every year, demonstrating his dedication to endurance, focus, and personal growth. He currently resides in Mumbai with his family.

