



The Sales Room

R. T. Manu Ramesh

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Rajesh Iyer, a young, ambitious salesperson, returns to "The Sales Room" of Oregon Software Technologies after an aborted attempt at getting into a business school in the US, only to notice the metamorphosis of the software start-up which he had earlier been an integral part of. What used to be a rat-infested hole in the midst of a vegetable market is now a swanky, state of the art facility owned by an upcoming Bollywood star. The enthusiastic and compact team firing on all cylinders is replaced by a sclerotic and bureaucratic set up. Sales review meetings, once rife with passionate discussions, are now replete with profanities. The ill tempered angel investor's scream can be heard all the way from his villa in New York. Rajesh, now shunted into an innocuous role finds every effort made to alleviate the condition of the demoralized sales team, met with resistance. As revenues dwindle and tempers rise, Rajesh realizes he is running out of time and options. He either toes the CEO, Venky's line and becomes party to a sham or quits citing a host of plausible reasons. This hilarious narrative takes the reader from plush corporate boardrooms of Bangalore to the seedy hotels in Delhi as Oregon meanders in search of illusory customer wins. Rajesh meets several interesting characters ranging from the busy Polish graphics designer to the loquacious pimp masquerading as a taxi driver.

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