

# Professional Channel Sales Development Program

## 6-Week One-on-One Channel Sales Executive Program

Unlock your potential with our exclusive 6-week, personalized training program designed specifically for Channel Sales professionals who are looking to increase their knowledge and effectiveness.

### Program Highlights

- One-on-One Coaching: Tailored sessions to focus on your unique challenges and goals.
- Strategies & Tactics: For building, managing, and scaling successful channel partnerships.
- Real-World Skills: Gain actionable insights on deal structuring, navigating complex enterprise sales cycles, and leveraging technology for sales acceleration.
- Leveraging the Partner Ecosystem: Gain Understanding on how to deploy vast channel resources to your company's success
- Customized Action Plan: Walk away with a step-by-step plan to boost your channel sales performance and ROI.

### Who Should Enroll?

This program is ideal for:

- Experienced Channel Sales professionals who want to advance their careers
- Sales Leaders and Execs wanting to optimize their partner programs, resource allocation
- Account managers seeking to expand their enterprise deal pipeline through channels

### Program Details

- Duration: 6 Weeks
- Format: Weekly one-on-one virtual sessions (1 hour each)
- Support: Unlimited Phone Support during Program
- Start Date: Flexible enrollment and Scheduling

### Why Choose Us?

- Deep experience with OEM's and Enterprise Channel
- Curriculum tailored to your market, products, and goals
- Ongoing support and resources post-training

Spots are limited! Secure your place today and transform your channel sales approach.

Contact: [doug.martin@codatso.com](mailto:doug.martin@codatso.com)

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## Pricing

Individual - \$1800

Duo - \$2700

Team – Call for Details