



SALES TEAM TRAINING

EDUCATION & DEVELOPMENT

BUILD A CUSTOM WORKSHOP

On-site or Virtual

OVERVIEW OF TRAINING PROGRAMS

SALES TRAINING

- Role Specific Courses
- Breakout Sessions, Group Discussion
- Selling Strategy
- Problem-Solving, Skill Building
- Growth & Task Related Material

PERFORMANCE TRAINING

- Evaluation Sales Rep Future Value
- Productivity Improvement
- Pre-Planning & Reporting
- Skill Gap Based Training
- Objective & Goal Based Planning



Training Philosophy

In order to boost revenue companies need to optimize two key sales rep investments.

1. **Increased Training (non-monetary).**
2. **Increased Incentives (monetary).**

Based on our evaluation of each team member, we outline a plan to reallocate resources that will increase company revenue based on what each sales representatives responds to.



“We are focused on creating a ground-up solution to increase future performance.”



Training Strategy

Our sales team training strategy ties directly into the desired outcome (goals/objectives) of your business.

Therefore, we develop goals and metrics to evaluate, post-training, to recognize ROI.

THERE ARE **TWO TRAINING TYPES** THAT INFLUENCE PERFORMANCE:



1. **Task Related:** Building Product/Customer knowledge – directly linked to selling
2. **Growth Related:** Developing leadership, team, and customer engagement skills – adjusting to situation.

COURSE CREATION PROCESS:



SCHEDULE YOUR TRAINING TODAY!

- One-Time Training
- Reoccurring Sales Education
- Online Courses
- Access Training Content Library
- Performance Evaluation
- Virtual On-on-One Skill Building