

Pipeline Management

Helping your sales team know where they are
and where they need to be.



Overview

The “Pipeline Management” workshop is a half day workshop designed to help your sales people understand the principles of Pipeline Management and a simple four step system to make sure they are in control of their pipeline.

Based on timeless principles it will give your team a process to track their pipeline in a way that will guarantee results when applied.

Audience

All sales people who manage a pipeline and want to achieve their targets

Format

Time:	Half Day
Format:	Face to Face
Location:	In your office
Attendance numbers:	1-8

Objectives

- Helps participants understand the difference between a “sales pipeline” and a “sales process”
- Help participants understand how to use “stages” in the pipeline
- Understand a 4 step process to manage their pipeline and know where to focus their energy
- Learn how to use either the provided pipeline tool or your existing CRM to understand and manage the future probability of success
- Put in place planning and accountability processes to keep pipeline momentum high

Inquiries

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