

Driving Pre-Sales Excellence for Business Success

Why Only a Few Succeed

Despite tremendous effort, only 5–10% of sales professionals consistently reach top success levels. The difference is rarely technical—it lies in adopting structured, consistent, and qualitative approaches that transform effort into results. Pre-sales plays a significant factor in edging the win for the team. Customers are not excited by pre-sales professionals who are hesitant, less articulate and less confident of their own solutions. Studies have shown that a poor pre-sales leads to a deal loss.

Unlock the potential of your pre-sales team with professional help.
Transform effort into consistent success.

Pre-sales Workshop

We have developed a proven methodology - QPAST-CT that changes how pre-sales teams think, articulate and perform. Session managed and run by Pre-sales veteran of over 25 years

Program Highlights:

- ✓ Real-world tested methodologies
- ✓ What-if scenario-based learning
- ✓ Video-based coaching
- ✓ Step-by-step guided mentoring

Outcomes:

- Accelerate deals to a successful Tech Win outcome
- Build confident and capable pre-sales leaders
- Prepare for global leadership opportunities
- Master communication with large technical audiences
- Achieve sustainable career and business growth

Time Taken:

- 2 Days

Who Should Attend:

- Pre-Sales
- Technology Leaders
- Solution Architect
- Sales optional

Cost:

USD 2500 per pax / Group session - Negotiable