

Is Your Sales Force Delivering Results?

No matter how much selling has evolved over the years, your sales force still need a simple, easy to follow, start-to-end sales process.....that works!

The majority of sales people have never been trained on sales process and methodology, so why is it a surprise when they don't hit target?

It's all about *powerful sales performance* that delivers *business impact!*



Without change there can be no lasting benefit.....

Most sales training programs fail at the implementation phase, resulting in minimal long-term benefit.

Powerful Sales Performance is a five stage programme that ensures the knowledge gained, and your sales quota, doesn't wither and die on the vine.



Evaluate Endorse

Educate

Sales Manager's Workshop

- Provide awareness of current practice
- Support the programme
- Define an implementation plan

PSP1

- Provide an easy to follow sales process
- Provide best practice and sales tools
- Promote peer reviews and team working

PSP2

- Focusses on those areas where the sale is typically lost
- Executive Engagement
- Business Outcome Selling

PSP3

- Emotional and intellectual selling
- Advanced stakeholder profiling
- Building resilience into the sales process

EMPOWER

Embed

30 Day Coaching

60 Day Coaching

90 Day Coaching



"I found this training extremely effective in getting us to understand where our flaws and weaknesses are.

It has really made us sit back and assess our process and given us the motivation and knowledge to back up our decisions moving forward"

"Very useful and inspiring, thank you"



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To transform your sales operation, contact us on sales@comtrain.co.uk
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"A really enjoyable two days. Rarely does a course pass so quickly and retain my interest"

"The logical process of evolving an opportunity through to close makes it easy to apply"

"Enjoyed it more than I thought I would and left with some great ideas"