

**Sales Excellence**

**Category:**

Essential Skills

**Course Requisite:**

none

**Course Length:**

12 hours

**Materials:**

Included (digitally only)

**Cancellation Policy:**

Less than 30 days, 100% non-refundable with ability to reschedule within 60 days

**Minimum Number of Students:**

4

**Maximum Number of Students:**

15

**Delivery:**vILT or cILT  
(virtual or classroom)

**Pre-work:**

None

Tips, tactics, and tools are taught for every step of the sales process from prospecting through post-sales service and upselling opportunities.

Topics include how to identify prospects, analyze their needs, how to create and present a proposal, how to overcome obstacles, and close deals.

This course improves the skills and competencies of all sales people and ensures they are strong in every step.

Anyone in sales and business development attends this instructor-led, onsite or virtual training. Attendees will practice new tools and tactics in roleplaying activities.

Assignments are simply implementing what is learned in the classroom into the everyday, real-world opportunities.

**Course Benefits:**

* Identify opportunities to improve processes
* Identify best practices and codify them throughout the organization
* Optimization through:
  + Improving tactics
  + Improving skills
* Templates for scripts and written communications
* Improve presentations
* Sales and closing techniques
* Learn the personality types of different decision makers and how to sell to each of them
* Role-playing, coaching, and feedback provided