Powerful Sales Performance - Part 2

ESR/Sales Training Provider' Course Directory: Comprehensive, standardized, formatted consistently ... one of its kind

Overview of the course or programmed whose details are here

Mercuri Internati... Sales Performance methods have been developed specifically to s... people directly involved in the generation of sales results. All those in sales wi... ing their interpersonal and selling skills. The pro... would also be ap... s Managers who continue to carry a target or th... to coach their Sa... most powerful sales techniques available.

Course Title

Powerful Sales Performance - Part 2

Sales Training Provider submits information on each course or program in a highly-structured and consistent format provided by ESR, making comparisons and categorization easy.

With full-text and advanced search, you can find a set of such courses or programs to match your needs.

Vendor Name: Mercuri International

Duration (in hours): 24

Duration

Level, characteristics and pre-requisites

Course Level: Basic

Management version available: YES

Train the trainer available: NO

Pre-requisite1: (Mandatory)
PSP - Part 1

Pre-requisite2: (Recommended)
e-module 3: How to optimise your sales platform

Pre-requisite3: (Recommended)
e-module 4: Understanding your customers

Other requirements or restrictions:

Stand-alone or Methodology-based:
Methodology

Available at customer's site: YES

Available outside US ◆ list countries (Comma separated):

Public course available:

Workshops as part of course: NO

Case Studies as part of course: YES

Special training of instructor(s): YES

Tools available with course?:

Technology (including elearning) available with course:
elearning modules are available

Post Program reinforcement:
Implementation sessions and interim assignments

Approved for Continuing Ed. (if so list):

Improvement Measurement: YES

Customizable: YES

Outline of the course:

Sales Training Provider's table of contents

What is on the programme agenda?

- Getting Started and Working Effectively
- Planning for Sales Success (The Sales Platform)
- Powerful Sales Strategies
- Managing Existing Customer Relationships
- Converting Pipeline Business
- Finding New Sales Opportunities
- The Secrets of Long Term Success
- Effective Approach Strategies
- Contacting Decision Makers
- Personal Action Planning

What will my people do differently as a result of the programme?

Participants will be able to:

- Create more Powerful Sales Plans
- Manage selling time more effectively
- Develop more profitable relationships
- Convert opportunities more efficiently
- Construct powerful approaches to developing new business
- Hone their appointment making skills
- Monitor the effectiveness of sales activities and campaigns
- Achieve consistent sales success
- Win more business

Audience intended for:
Sales manager
Inside sales
Direct sales
Reseller sales
Account executive
Customer service
Consulting

Intended Audience

Language(s) available:
English
Spanish
French
Italian
Japanese
Others available:
Mercuri can accommodate in any required language

Available Languages

Other important standardized characteristics of the course or program offering.

ABOUT MERCURI INTERNATIONAL

Mercuri International was founded nearly 50 years ago. Mercuri International has an international network that spans more than 40 countries, with 450 employees consisting ... employed consultants. We also ... work ... 100plus58 associate ... s. Therefore guaranteeing you a formidable level of expertise and a strong global presence for implementation. All Mercuri ... are fully qualifie... eing consis... upport and de... s a artne... tions. any ... multa... our ents... At ercu... n ecta... hich means ... in order ... sales era. Th... for impleme... e competitive strategies. It also means training sales ... to take on a new role as str... ma... ne... p managers, often as members of flexible sales teams. It can often mean training employees who are not in a traditional sales function to take on a more sales-orientated role. Mercuri Intern... rated ap... tion an... wo... people, account managers and trainers. We believe that we only have the right to train and develop people in concepts and skills that we use ourselves in every sales situation. Our sales role gives us the credibility with all participants and they recognise us as practitioners who achieve results for our customers and for ourselves

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