

Strategic Sales PlanSM

What you will learn

The one-day interactive workshop provides real-world processes and tools for managing the business of sales. Your team will learn how to develop individual sales strategies, set specific objectives, execute a tactical plan, and build a roadmap for sales success.

Who will benefit

- Account executives
- Major account managers
- Strategic account managers
- National account managers
- Global account managers
- Sales managers
- Sales executives
- Sales support professionals

For more information, call **800.745.8075** or go to:
www.selling-up.com

Even advanced selling skills are no longer sufficient to keep your sales team ahead of the competition. Customers and clients want to feel secure about their future with your team and your company.

That's where **Strategic Sales PlanSM** gives you an edge. In our interactive workshops your team will learn the process of strategic planning for their individual sales businesses. They will supplement their selling skills with business knowledge and tools that help them *manage* their selling activities as a *business* within your business.

The process and methodology for breaking through.

Strategic Sales PlanSM provides a process and methodology that helps your team create a plan for managing not only their sales activities, but their sales future. **The one-day workshop enables sales professionals and managers to:**

- Create a vision for their sales business that guides their activities today and tomorrow
- Develop a business plan for sales with clearly defined objectives and a tactical plan to meet those objectives
- Build sales that are profitable for the sales professionals and for your company
- Anticipate changes in markets and react with ease and agility
- Use a manager's tool for systematic follow up with sales professionals

A unique, structured approach.

Based on proven results, **Strategic Sales PlanSM** goes far beyond sales training. Your team gains business knowledge and new skills they'll use to build customer confidence.

Hands-on, real world tools make all the difference. *The Strategic Sales PlannerSM* helps your sales professionals develop their sales strategies, set clear, achievable objectives, and execute a tactical plan designed to produce immediate results.

A comfortable fit for your organization.

Strategic Sales PlanSM provides a plan and tool set that integrate smoothly with any organization's sales process, building on the methodology you've painstakingly developed. You strengthen your organization with new skills that set your team and your company apart from the competition.