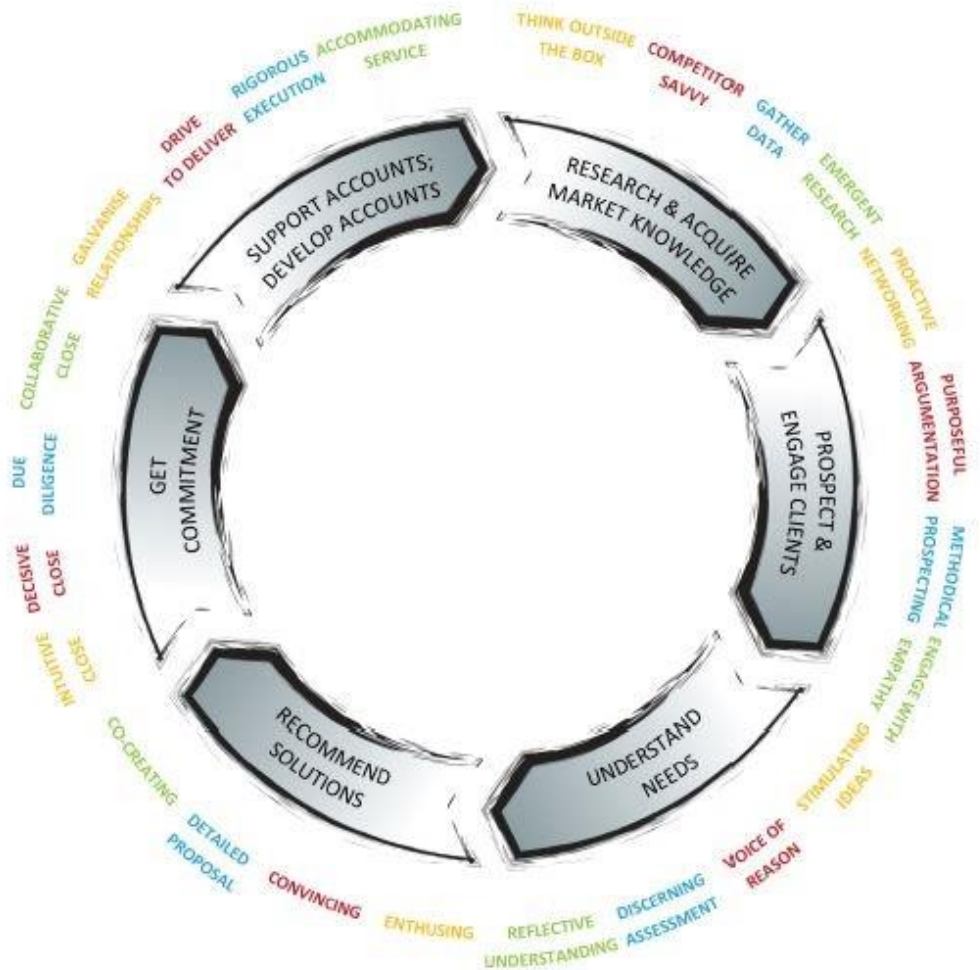




For Sales Professionals

- Increase your sales revenue
- Build first-class relationships with customers and teams
- Be more effective at each stage of the sales cycle with each type of client
- Learn what skills, attitudes or behaviours you need to work on to get better sales results
- Learn practical and long-lasting strategies that can be used internally long after any training intervention is over
- Train your manager to manage you most effectively



Objectives

- Understanding how you perceive others and how clients may perceive you
- Speed Reading and Rapport Building - Recognizing type and their motivators
- Increased Self-awareness - strengths, weaknesses, blind spots, motivators
- Where you put your energy in a sales process and which stages of the sale you exclude
- Concrete strategies to balance out your sales approach
- Suggestions to temper overextended behaviours and attention deficits
- What you do with your energy when overextended and which stages are left unattended
- Take control of your sales career - self-managing and motivating
- Leave with a personalized action plan for increasing your personal sales effectiveness and concrete strategies to embellish what you are already doing well
- Awareness and strategies to deal with blind spots

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