

CHOOSE THE RIGHT LEARNING SOLUTION

Sales Development Representative / Inside Sales

What is Your Learning Objective?

Build the foundations and develop the behaviours and actions that are critical to sales success.



**Sales Mindset & Emotional Intelligence:
Foundations for Long-Term Success**

[LOOK CLOSER](#)

Improve sales communication skills to write and present solutions better and engage my audience throughout the sales process.



**Communication Skills for Sales:
Boosting Engagement & Performance**

[LOOK CLOSER](#)

Improve sales conversations, increase engagement and opportunities to close business.



**Essential Sales Skills:
Enabling Effective Conversations**

[LOOK CLOSER](#)

Account Executive OR Account Manager

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**Communication Skills for Sales: Boosting
Engagement & Performance**

[LOOK CLOSER](#)

Transform into a relationship-focused consultative salesperson who is able to manage a portfolio and seek out growth opportunities.



**Account Management:
Driving Retention & Growth**

[LOOK CLOSER](#)

Apply a systematic approach to qualifying and managing renewal and upgrade opportunities through better pipeline management and prospecting.



**Sales Process & Prospecting:
Optimising Pipeline & Closing Success**

[LOOK CLOSER](#)

New to Sales OR Looking to Learn About Sales

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Sales Manager OR Sales Director

What is Your Learning Objective?

Manage and lead my team to success by creating an environment that enables them to thrive.



**Sales Management: Harnessing Human
'soft' Skills to Deliver Results**

LOOK CLOSER


Improve self-awareness and people skills to make better decisions that lead to improved performance and results.



**Sales Management: Harnessing Human
'soft' Skills to Deliver Results**

LOOK CLOSER

Provide training resources for the sales team that can be completed on demand and can be used to improve coaching conversations.

 For My Team



We provide you with a tailor-made sales training plan.

GET IN TOUCH

Business Development

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**Communication Skills for Sales: Boosting
Engagement & Performance**

LOOK CLOSER

Develop a robust pipeline and qualify opportunities effectively through targeted prospecting practices that improve sales conversion rates.



**Sales Process & Prospecting:
Optimising Pipeline & Closing Success**

LOOK CLOSER

Customer Success

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**Communication Skills for Sales:
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Sales Enablement OR Learning & Development

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Provide training resources for the sales team that can be completed on demand and can be used to improve coaching conversations.


 For My Team



We provide you with a tailor-made sales training plan.

GET IN TOUCH

Having access to a library of on demand sales training content that can be used for onboarding, upskilling and supporting coaching conversations.

 For My Team



We provide you with a tailor-made sales training plan.

GET IN TOUCH