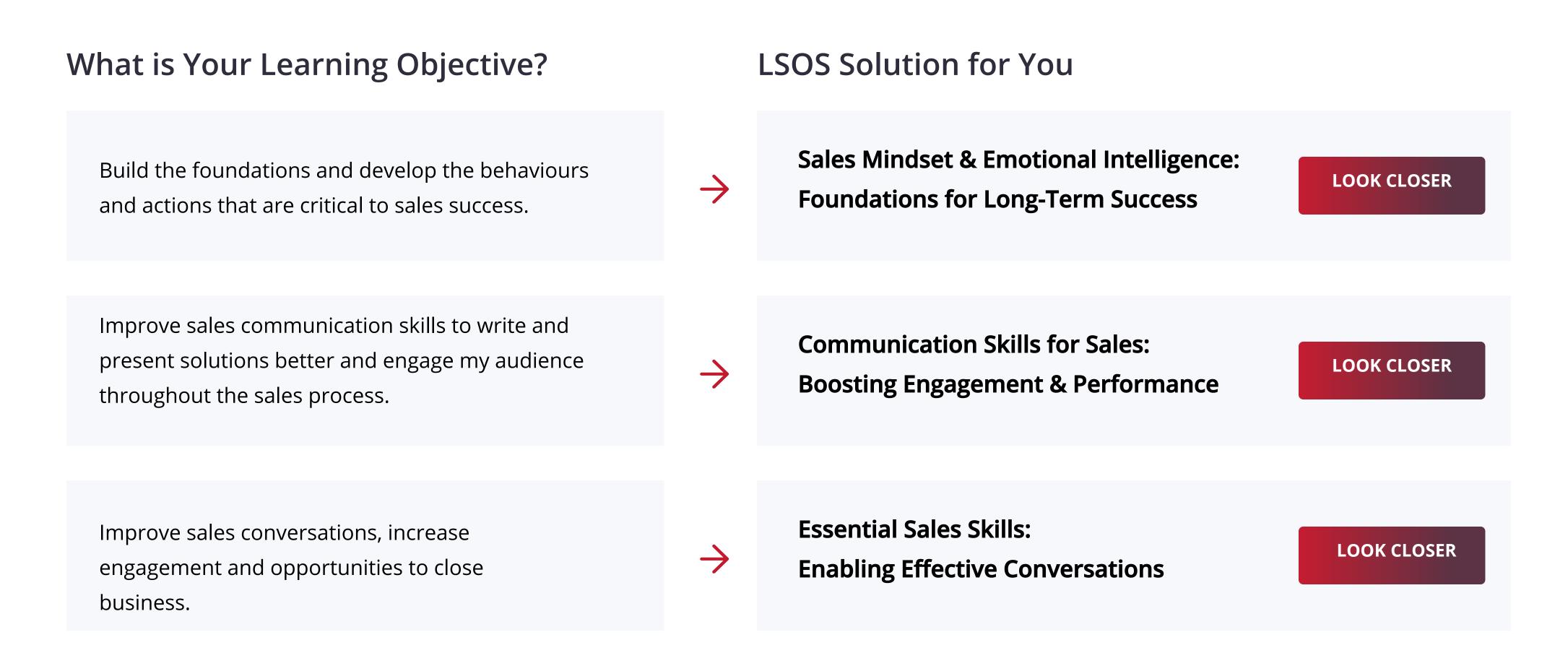


# CHOOSE THE RIGHT LEARNING SOLUTION

### Sales Development Representative / Inside Sales



### Account Executive OR Account Manager

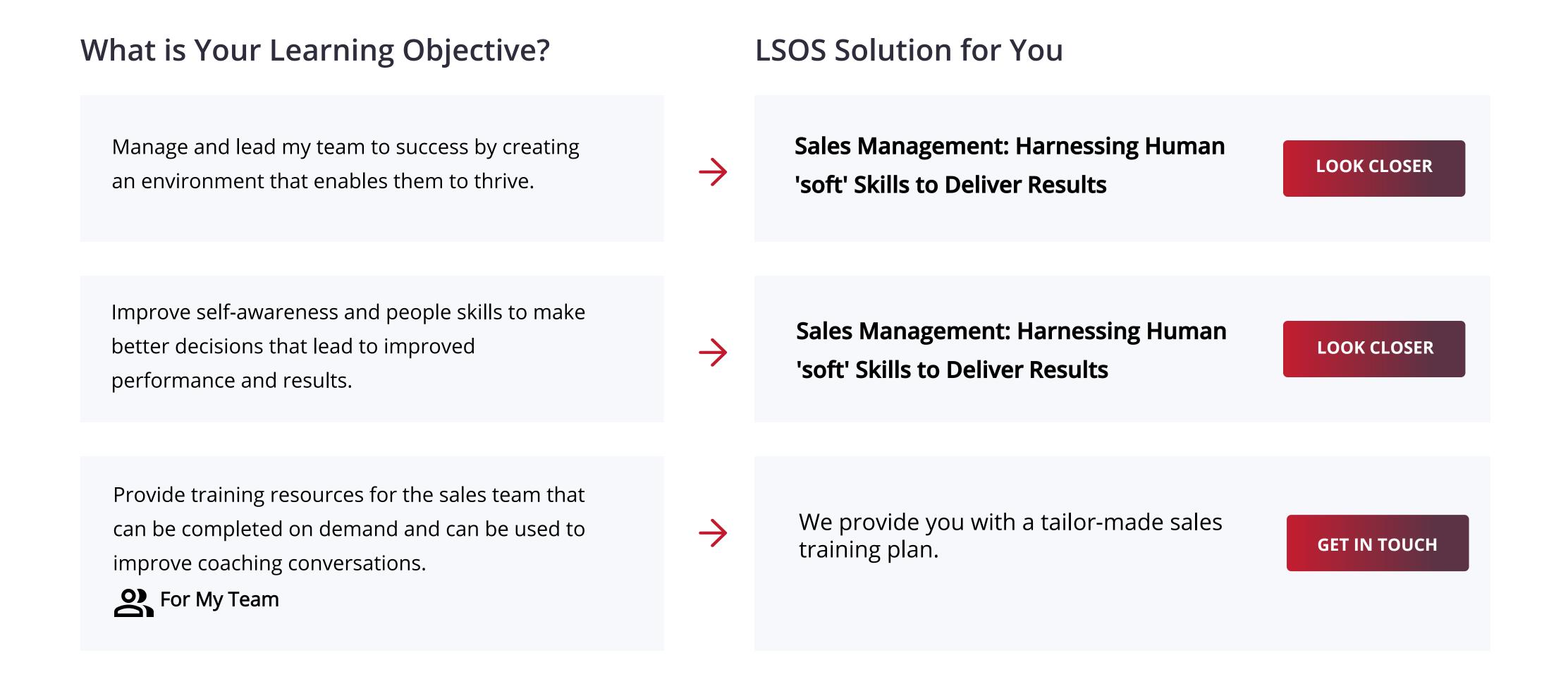
What is Your Learning Objective?	L	SOS Solution For You	
Build the foundations and develop the behaviours and actions that are critical to sales success.	$\rightarrow$	Sales Mindset & Emotional Intelligence: Foundations for Long-Term Success	LOOK CLOSER
Improve sales communication skills to write and present solutions better and engage my audience throughout the sales process.	$\rightarrow$	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.	$\rightarrow$	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.	$\rightarrow$	Sales Process & Prospecting: Optimising Pipeline & Closing Success	LOOK CLOSER



### New to Sales OR Looking to Learn About Sales

#### What is Your Learning Objective? LSOS Solution for You Sales Mindset & Emotional Intelligence: Build the foundations and develop the behaviours **LOOK CLOSER** and actions that are critical to sales success. **Foundations for Long-Term Success** Improving sales communication skills to write and **Communication Skills for Sales: Boosting** present solutions better and engage my audience **LOOK CLOSER Engagement & Performance** throughout the sales process. **Essential Sales Skills:** Improve sales conversations, increase engagement $\rightarrow$ **LOOK CLOSER Enabling Effective Conversations** and opportunities to close business.

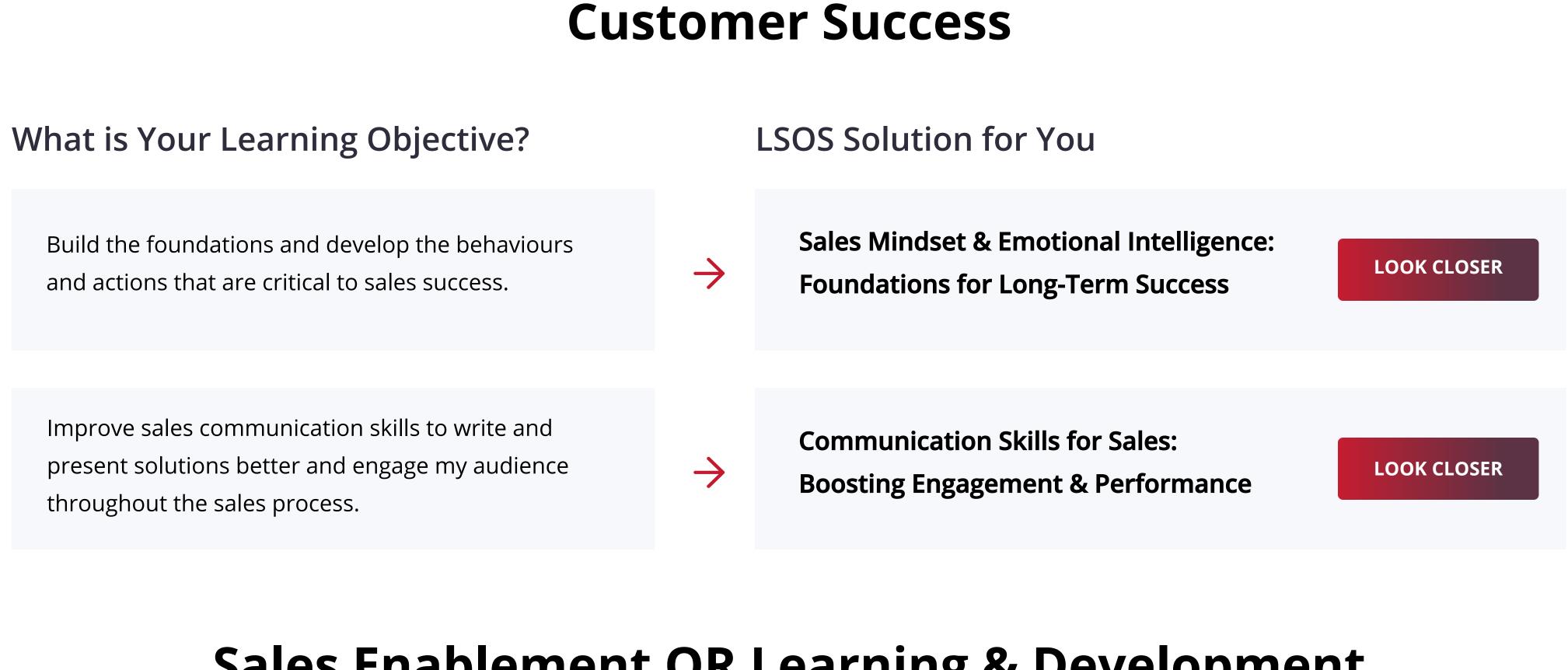
### Sales Manager OR Sales Director





### **Business Development**

#### LSOS Solution for You What is Your Learning Objective? Sales Mindset & Emotional Intelligence: Build the foundations and develop the behaviours **LOOK CLOSER** and actions that are critical to sales success. **Foundations for Long-Term Success** Improve sales communication skills to write and **Communication Skills for Sales: Boosting** present solutions better and engage my audience **LOOK CLOSER Engagement & Performance** throughout the sales process. Develop a robust pipeline and qualify opportunities **Sales Process & Prospecting:** LOOK CLOSER $\rightarrow$ effectively through targeted prospecting practices **Optimising Pipeline & Closing Success** that improve sales conversion rates.



## Sales Enablement OR Learning & Development

