

# SALES LEADERSHIP COACHING CERTIFICATION

## WHY CHOOSE THE M.E.C. ACADEMY?

### FLEXIBILITY

Start and complete your training at  
your own pace

### PRACTICAL APPROACH:

Learn from experienced Fortune 500  
business professionals

### IN-DEPTH MODERN CONTENT:

Comprehensive training including AI Coaching,  
neuroscience, advanced coaching frameworks,  
cultural intelligence, cognitive behavioral  
techniques, and emotional intelligence



## PROGRAM OVERVIEW

This specialty certification equips executive coaches with the tools to help ***sales leaders*** drive ***revenue growth, build high-performing teams, and implement effective sales methodologies*** across organizations.

[MANNINOCOACH.COM](http://MANNINOCOACH.COM)

## THE MANNINO EXECUTIVE COACHING ACADEMY

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# WHAT YOU’LL LEARN



# WHO SHOULD TAKE THIS CERTIFICATION?



Program Cost: \$995

# SALES LEADERSHIP EXECUTIVE COACHING SPECIALTY CERTIFICATION

- 1-Day Live Virtual Intensive Seminar (Saturday or Sunday)
- Total Training: 10 hours
  - 8 hours live sessions by sales leadership experts
  - 2 hours AI-driven, technologically advanced LMS platform
  - Competency exam to receive the Sales Leadership Certification

Elite Science-Based Coaching Frameworks for Sales Leaders

***“Become certified as a M.E.C Academy Sales Executive Coach and help Sales Leaders improve their teams performance and increase Sales by 20%”***

*Source: Dimensions of effective sales coaching: scale development and validation*

## PREREQUISITES

- Current enrollment in M.E.C Academy Platinum or Gold Program, OR
- Existing Executive Coaching Certification from an accredited program, OR
- ICF Certification

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# KEY BENEFITS:

- Advanced coaching strategies for sales leaders
- Tools to integrate corporate values into sales strategy
- Techniques to drive productivity and increase close rates
- Certification to elevate your coaching practice and differentiate yourself in the industry

# THE SALES LEADERSHIP IMPERATIVES

COACHING EXECUTIVES AT THE SALES LEADERSHIP LEVEL

