

# 90-Day Sales & Business Development Career Program

Build High-Impact Careers in Sales & Growth



DURATION

12 Weeks



FOCUS

100% Job-Oriented



SUITABLE FOR

Entry-Level Sales

Perfect for:

Final-year college students, fresh graduates, and career starters  
Ready to excel in sales, business development & client-facing roles



Launch Your High-Growth Sales Career in Just 90 Days

# Why This Course?

We understand the challenges faced by sales aspirants in today's competitive landscape

## ❗ Common Problems Faced by Sales Aspirants

### Lack of Practical Sales Exposure

No real-world experience in sales processes and client handling

### Fear of Client Interactions & Calls

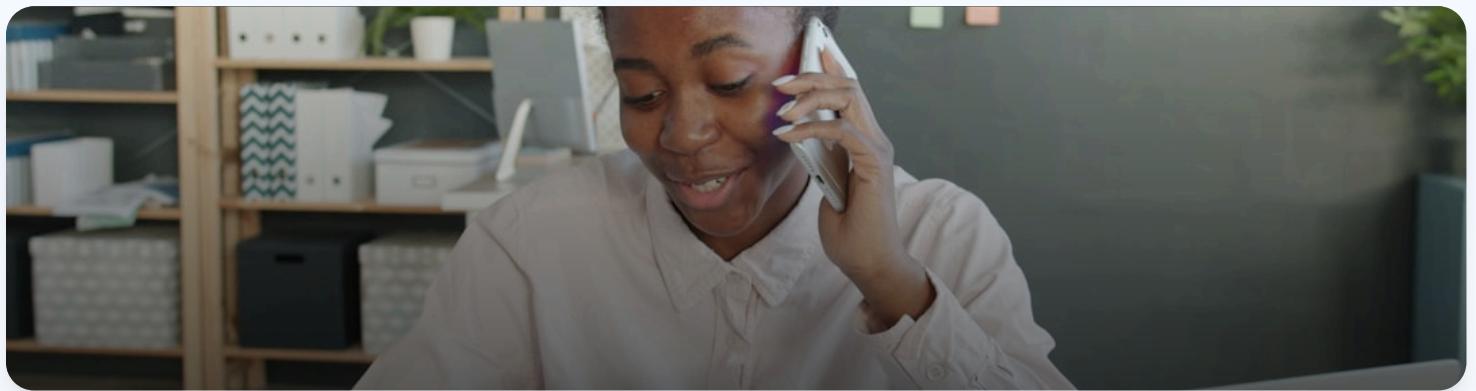
Lack of confidence in making cold calls and client conversations

### No Understanding of Real Sales Processes

Unclear about lead generation, pitching, and closing deals

### Poor Closing & Negotiation Skills

Unable to handle objections and close sales effectively



## ↗ How We Solve These Problems

Our program is designed with a **practical, sales-focused approach** that transforms you into a sales-ready professional:

- ✓ Live call simulations and role-play exercises for confidence
- ✓ Hands-on training with real sales scenarios and case studies
- ✓ End-to-end sales process training from lead to closure
- ✓ Expert coaching on objection handling and negotiation
- ✓ Practice with actual CRM tools and sales dashboards
- ✓ Mock sales interviews to prepare for real job opportunities

## Ready to Start Your Sales Career?

Join our specialized sales training program today

# Program Highlights

Everything you need to become a sales-ready professional

## Your Complete Sales Career Transformation Package



### 90 Days Intensive Sales Training

Comprehensive sales curriculum covering all essential skills



### Industry-Relevant Sales Curriculum

Learn real sales processes used in top companies



### Live Call Simulations & Role Plays

Practice real sales calls and client interactions



### Small Batch Size

Personalized attention and coaching for every student



### Hands-On CRM & Pipeline Training

Master sales tools and pipeline management systems



### Mock Sales Interviews

Multiple practice sessions with industry expert feedback



### Resume & LinkedIn Support

Professional sales profile building and optimization



### Job Assistance

Dedicated placement support for sales roles



### Real Sales Tools & Metrics

Exposure to CRM, sales dashboards, and KPI tracking

**90**

Days to Sales Ready

**100%**

Practical Sales Training

**5+**

Sales Career Paths

# Detailed Course Curriculum

12 weeks of structured sales training with day-wise learning path



## Your 90-Day Sales Journey - Part 1

Weeks 1-6: Sales Fundamentals & Lead Generation

**Week 1** 5 Days

### Introduction to Sales & Corporate Environment

- 1 What is sales and career opportunities
- 2 Types of sales roles and industries
- 3 Sales mindset and professionalism
- 4 Corporate culture and communication
- 5 Sales career roadmap

**Week 2** 5 Days

### Communication & Persuasion Skills

- 1 Verbal communication fundamentals
- 2 Confidence building and pitch delivery
- 3 Persuasion techniques
- 4 Handling objections
- 5 Role-play practice

**Week 3** 5 Days

### Product & Market Understanding

- 1 Product knowledge fundamentals
- 2 Understanding customer needs
- 3 Market research basics
- 4 Competitive analysis
- 5 Product pitch practice

**Week 4** 5 Days

### Lead Generation & Prospecting

- 1 What is lead generation
- 2 Cold calling basics
- 3 Email and WhatsApp outreach
- 4 LinkedIn prospecting
- 5 Lead qualification practice

**Week 5** 5 Days

### Sales Process & Funnel Management

- 1 Sales funnel stages
- 2 Lead qualification methods
- 3 Sales pipeline management
- 4 Follow-ups and tracking
- 5 Funnel practice session

**Week 6** 5 Days

### CRM Tools Training

- 1 CRM fundamentals
- 2 Lead entry and tracking
- 3 Opportunity management
- 4 CRM reporting basics
- 5 Hands-on CRM practice

# Detailed Course Curriculum

Advanced sales skills and job readiness training



## Your 90-Day Sales Journey - Part 2

Weeks 7-12: Closing Skills & Job Readiness

Week 7 5 Days

### Sales Pitching & Presentations

- 1 Structuring sales pitches
- 2 Presentation skills
- 3 Product demos
- 4 Storytelling in sales
- 5 Pitch practice

Week 8 5 Days

### Negotiation & Closing Techniques

- 1 Negotiation fundamentals
- 2 Pricing discussions
- 3 Closing techniques
- 4 Handling rejections
- 5 Closing simulations

Week 9 5 Days

### Client Relationship Management

- 1 Client communication skills
- 2 Relationship building
- 3 Account management basics
- 4 Upselling and cross-selling
- 5 Client scenario practice

Week 10 5 Days

### Sales Metrics & Performance Tracking

- 1 Sales KPIs and targets
- 2 Performance tracking
- 3 Sales reports and dashboards
- 4 Improving conversion rates
- 5 Performance analysis exercise

Week 11 5 Days

### Sales Interview Preparation

- 1 Sales resume building
- 2 Sales interview questions
- 3 Role-play interview rounds
- 4 Mock sales interviews
- 5 Feedback and improvement

Week 12 5 Days

### Job Readiness & Placement Support

- 1 Final sales skill assessment
- 2 Interview scheduling support
- 3 Career guidance for sales roles
- 4 Corporate onboarding readiness
- 5 Placement support and next steps

## Complete Sales Learning Journey

12

Weeks

60

Training Days

10+

Sales Skills

100%

Sales Focused

# Tools & Certifications

Master essential sales tools and earn valuable certifications



## Master Real Sales Tools

Get certified and sales-ready

### Sales Tools You'll Master



#### CRM Systems

Master popular CRM tools for lead and pipeline management



#### Sales Dashboards

Track performance with real-time sales analytics



#### LinkedIn Sales Navigator

Learn professional prospecting on LinkedIn



#### Email Outreach Tools

Practice automated email campaigns and follow-ups



#### Call Recording & Analysis

Review and improve your sales call performance



#### Sales Presentation Tools

Create compelling sales decks and demos

### Certifications You'll Earn



#### CRM Tools Certification

Certification validating your CRM proficiency and usage



#### Sales Process Training Certificate

Demonstrate your understanding of end-to-end sales processes



#### Course Completion Certificate

Official certificate for the 90-Day Sales & BD Career Program

### Why Sales Certifications Matter

-  Stand out in sales job applications with recognized certifications
-  Enhance your sales resume with valuable credentials
-  Prove your practical sales knowledge and CRM expertise
-  Gain confidence in sales interviews and assessments

# Career Opportunities

Launch your career in high-demand entry-level sales & BD roles



## Multiple Sales Career Paths

Entry-level to high-growth sales roles

### Sales Roles You Can Apply For

#### Business Development Executive (BDE)

Identify new business opportunities and drive revenue growth

##### SKILLS:

- Lead Generation
- Client Outreach
- Proposal Writing
- Relationship Building

₹ ₹3.6L - ₹6.6L per annum

#### Sales Executive

Manage end-to-end sales process from lead to closure

##### SKILLS:

- Sales Pitching
- Negotiation
- Closing
- CRM Management

₹ ₹3.36L - ₹6L per annum

#### Inside Sales Executive

Drive sales through phone, email, and online channels

##### SKILLS:

- Cold Calling
- Email Outreach
- Product Demo
- Pipeline Management

₹ ₹3L - ₹5.4L per annum

#### Relationship Executive

Build and maintain client relationships for business growth

##### SKILLS:

- Client Communication
- Account Management
- Retention
- Upselling

₹ ₹3.36L - ₹6L per annum

#### Customer Acquisition Executive

Focus on acquiring new customers and expanding market reach

₹ ₹3L - ₹5.76L per annum



### Where You Can Work

IT & SaaS Companies

E-commerce Platforms

EdTech Companies

FinTech Startups

BFSI Sector

Real Estate Firms

Telecom Industry

Manufacturing



# Ready to Launch Your High-Growth Sales Career?

Don't let another opportunity pass by. Start your journey to a successful sales career today!

## Why Enroll Now?



### Start in 90 Days

Launch your sales career in just 3 months



### Limited Seats

Small batches for personalized sales training



### Job Assistance

Dedicated sales placement support



### Practical Training

Real sales processes and live simulations

## How to Enroll

1 Visit our website or contact us

2 Speak with our sales career counselor

3 Choose your batch timing

4 Complete enrollment process

5 Start your sales career journey!

## Get Started Today!

Limited seats available - Secure your spot now



Visit Website  
[www.thinkhigh.in](http://www.thinkhigh.in)



Call Us  
8699957675



Email Us  
[info@thinkhigh.in](mailto:info@thinkhigh.in)



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[@thinkhigh.in](https://www.instagram.com/thinkhigh.in)

## Don't Wait - Your Sales Future Starts Now!

Join the program and start your journey to a successful sales career

### ⚡ Limited Time Offer

Early bird discount available - Contact us for details!