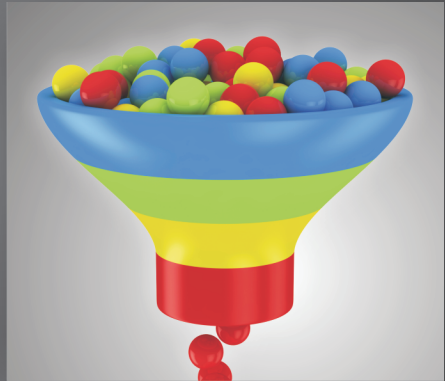# SALES PIPELINE MANAGEMENT
BOOTCAMP

Sales Pipeline management is an essential skill mastered by the top 5% of the world's top performing sales professionals. This workshop equips participants with the know-how to guarantee forecast accuracy and meeting quota or target expectation

LEARNING OUTCOMES

After completing this class, sales people will:

- Gain the skills significant in building solid business relationships while improving sales performance;

- Learn to sell more competitively;

- Increase their long-term effectiveness by becoming knowledgeable consultants.

- Learn how to create a positive and productive sales platform.

- Learn how to collect information and understand the needs of the customers.

Format
Instructor-led, 1-days Duration.

Audience
- Feild sales professionals.
- Account Managers.
- And anyone with a quota or target to deliver

Prerequisites
.

Course Content
Module-1: Introduction/ target audience identification.
Module-2: Research/ needs development.
Module-3: Analyses and understanding of the needs
Module-4: Solution Creation and delivery.
Module-5: Closing.

SALESMAXX

Quality and Affordable Sales Training

3   +234 8099901676
email@salesmaxx.com
www.salesmaxx.com