



FAST TRACK TO THE C-SUITE

ELITE ENGAGEMENT STRATEGIES FOR PRO SERVE LEADERS & CONSULTANTS

BREAKTHROUGH STRATEGIES THAT GET YOU INVITED INTO THE C-SUITE

Learn to think like C-level executives and engage the mindset of high-level decision makers

Obtain powerful brainstorming techniques that enable you to lead C-suite strategy sessions and deliver the solutions your customers need

Position yourself as the “go-to” partner, problem solver, and consultant that your customers rely on

Identify and prioritize the crucial 20% issues you must focus on to minimize distractions and maximize 80% results

Empower and motivate your team to function as co-leaders who are aligned with you and your customers

Who should attend these courses

- Enterprise Sales Leaders
- ProServ Account Managers
- Complex Delivery Consultants
- Senior Account Managers
- Contract + Procurement Professionals
- Area Managers
- Sales Engineers
- Practice Leaders
- Successful consultants wanting to soar past the competition
- Anyone who wants to accelerate their enterprise sales career
- Anyone who wants to graduate from Sales to Consultant to C-Level



Book classes today
ProblemSolved@Omnikron.com

818-223-4120

ELEVATE & ACCELERATE YOUR SALES SUCCESS

Top 5 reasons to attend

- 1 LEARN**, adopt and practice the proactive CXO mindset that opens doors and closes deals
- 2 ADOPT** brainstorming skills that position you as a C-level strategist, not a salesman
- 3 GAIN** “insider” strategies that reduce friction and roadblocks, and reignite stagnant deals
- 4 REDUCE** your sales cycle by half, and improve conversion
- 5 MOVE** internal teams and external stakeholders from paralysis to alignment to action

This is not about scripts or handling objections

- The class offers powerful, practical skills for evaluating and testing your pipeline.
- With these skills you can better focus your energies on the buyer accounts that have the greatest synergy and income potential.
- Our goal is to teach enterprise sales professionals to think like the leaders they sell to, so they can out out-perform their competition and dominate their market.

Course Overview

Fast Track to the C-Suite

4 Sessions, 4 hours per session

Practical theory combined with hands-on practice sessions empower you with advanced problem solving and decision making skills that you can apply immediately—with anyone, anywhere. Increase your sales effectiveness—and raise the level of your team’s—by learning to prioritize, strategize, and think like the CXO’s you’re selling to. Specific processes include:

ThinkingWise™: Enterprise sales are “complex” by definition. Too many players and too many moving parts create seemingly “unsolvable” problems. Our elite, proven thinking tools help you brainstorm creative solutions that enable you to identify and address the “core” issues.

PriorityWise™: Your time is limited and your “to do” list is too long. How do you cut through the distractions to find the crucial 20% that drives 80% of your success or failure? Eliminating the “noise” creates a clarity, confidence and calm that infuses and inspires your entire team.

RiskWise™: Everyone has blind spots, including your team, your customers, and you. But how do you find them before they find you? By creating a risk management plan that proactively, pre-emptively uncovers potential problems and deal-breakers before they occur.

SolutionWise™: Building great solutions is what you do. But what do you do when your customers are clueless? Or the choices seem untenable? This approach helps you find solutions that no one else can see, so you are the hero and problem solver, not a hardware pusher.



ProblemSolved@Omnikron.com