

10 ^{TOP} Things You Will Gain from Certified Sales Leader Training

1 TOOL KIT



Documents and templates to use in the day-to-day management of your sales team.

2 EXPANDED NETWORK



A new network of like-minded sales leaders to connect with, share best practices/ideas, and seek advice.

3 Practical Application



Roleplaying that prepares you to return to your sales team and implement change.

4 NEW PROCESSES



Skills to implement and manage new processes to create and lead a world class sales organization.

5 Key Insights



Specific action steps to undertake at your company, provided by an executive.

6 Certification



Membership in an elite group with the designation of Certified Sales Leader.

7 ENHANCED Leadership Traits



Ability to create a vision and clearly communicate that vision to your team.

8 Communication Skills



Elevated communication skills to set clear expectations and engage in critical conversations.

9 DATA MINDSET



Specific sales management evaluation tools to put in place to assess pipeline, close ratios, sales process steps, timeline to close, and ROI.

10 Revenue Growth



A solid sales strategy specific to your organization to drive revenue growth into the future.