

Winning sales navigation

Help your team increase sales, improve close rates, reduce cycle times, and give management greater insight into the organization's pipeline.

Celemi Sales Endeavour™ saves sales professionals valuable time and resources by helping them think through strategic considerations, such as buyers and competition, so they choose only the most productive and profitable opportunities to pursue.



KEY THEMES

- Value selling
- · Solution-based selling



TARGET GROUP

Employees involved in the sales process (sales representatives, sales managers, and sales support)



NUMBER OF PARTICIPANTS

10-25 per session, grouped in teams of 3-5 participants. One Celemi-certified facilitator for every 25 people.



MATERIALS

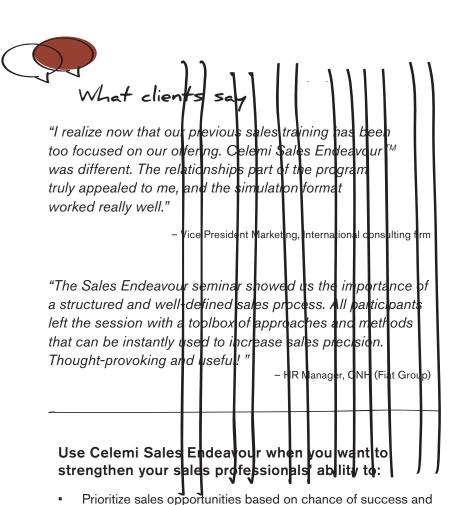
Board-based business simulation.



TIME

1-3 days.





Conduct calco calls with a focus on addressing the customer's

Ask effective and meaningful questions during sales calls

Build and sustain relationships with customers and prospects

Develop strategies and tactics for defeating the competition

Identify the key decision maker(s) in every sales situation.

Stay focused on well-defined plan to win the sale.

value to the organization.

business needs and challenges.

Apply effective closing techniques.

Opportunity manager ent
Key Account Manage nen
Process Alignment C ent
Relationship Managet en Value
based selling

