

Sales Training and Coaching

What does this mean?

ProActiveSales Coaching is specifically designed to address the needs of the individual. The individual can be working in any part of the sales team from Sales Manager, to Fields Sales to Customer Service. We will provide coaching to any individual to address any perceived areas of weakness.

The approach is informal and unintrusive and will allow the individual to develop those essential skills required for personal development with the obvious benefits to the organisation as a whole.

The programme can be anything from one-off sessions to a longer term programme. They can be for individuals who are new into a role and have maybe made that career step into Sales Management or are completely new to the sales process and would benefit greatly from some one-to-one coaching.

ProActiveSales Training will address the needs of a group or team and will take the form of a single workshop or set of workshops.

How will my organisation benefit?

- ✓ Access to qualified and experienced sales consultants with over 25 years of experience.
- ✓ Bespoke one-to-one coaching or group workshops.
- ✓ Addresses issues specific to the individual and/or the team.
- ✓ Coaching and training sessions at times to suit you.
- ✓ Provides individuals and the team with those skills essential to their personal development and the long-term health of the organisation.
- ✓ A service specifically designed to help small to medium size businesses get the most from their individual sales people.

What Is Included?

ProActiveSales Training and Coaching provides invaluable one-to-one coaching for any individual involved in the sales process or will address the requirements of a group. The programme is very specific to the individual or group. The sequence of events would typically be an

- ✓ **Initial one-to-one meeting** – this is an informal discussion to gain an understanding of the organisation and the specific needs of any individual in the sales process who would benefit from the programme.

Whether it be the Sales Manager or Sales Executive, the programme may typically include:

- ✓ **One-to-Ones** – These would be to address those particular areas of weakness established at the initial meeting. They would generally be of relatively short duration e.g. am or pm or even a couple of hours. In any case they would intensive and very specific.

- ✓ **Accompanied Customer Visits** – These would be agreed in advance and would be designed to address any issues which may have been raised regarding direct inter-faces with the Customer.
- ✓ **Group Workshops** – This can be a series of workshops to address a number of process improvements of may be a single workshop to address one particular area.
- ✓ **Distance Coaching** – This would take place by telephone or email.
- ✓ **On-Call Coaching** – If any individual encounters a specific problem, then we would be on call to discuss this and provide a solution.

What Does It Cost?

The fees for **ProActiveSales** Training and Coaching will vary according to the extent of the work involved. An initial meeting would take place free-of-charge after which an accurate assessment of the time required will be made, a firm quotation will follow.

ProActiveSales will always make sure to offer a best value for money proposition and will agree fee rates in advance and hold them for a specified period.

Alternatively, where there is an agreed scope for a complete project, a fixed fee can be agreed in advance to cover all relevant activities and expenses.

ProActiveSales Training and Coaching is generally delivered on a day rate basis. However, the programme caters for those occasions when an individual may want to address a particular issue which could be discussed via telephone or email. For these occasions an hourly rate would be agreed.

About ProActiveSales

ProActiveSales is a business that utilizes over 25 years of experience of working in Corporate and Business-to-Business Sales to offer services that deliver significant benefits to your sales operation. Whether it be assessing your sales operation to look for areas of optimization or actually carrying out sales activities, you can be sure of a professional service that brings measurable returns on investment to your business.

You can chose from any one or a combination of the following Service Offers:

- ✓ **Interim Sales**
- ✓ **Sales Effectiveness Assessment**
- ✓ **Sales Training and Coaching**