

Elevate your Sales Teams Performance

CEGOS SWISS. ONE ESSENTIAL AT A TIME.



What's in it for you?

Sales coaching is one of the most essential tools for helping to improve sales performance.

In the high-stakes world of sales leadership, the difference between a good team and a great one lies in mastering the essentials.

Our Elevate your Sales Teams Performance learning journey empowers your Sales Managers and Leaders to navigate the intricacies of the sales core, providing a step-by-step guide through the sales process.

Throughout our learning journey, they uncover the intricacies of salespeople's actions, objectives, and KPIs, and gain access to powerful tools for forecasting, managing, and monitoring performance.

By equipping your sales managers and leaders with the skills to easily forecast sales, assess team performance, and craft a comprehensive Sales Action Plan through a data-driven coaching style that drives excellence, you empower them to drive sales excellence.

Who should attend?

Sales Managers.

Sales Leads.

Sales Directors.

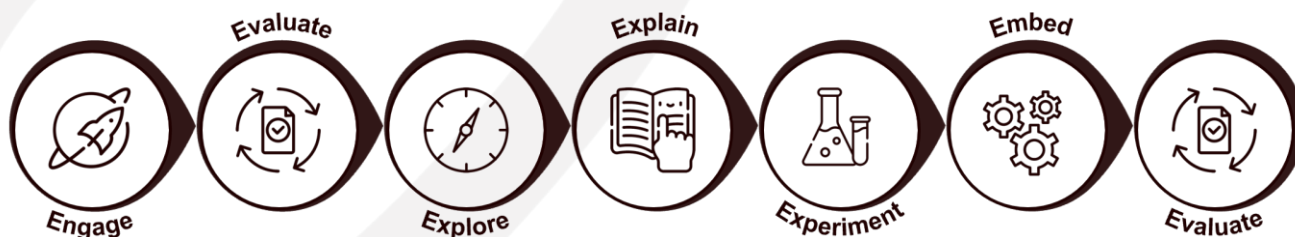
Good to know:

According to [Forrester](#)'s research, 63% of sellers say that the feedback and coaching they receive help improve their performance.

[Gartner](#)'s State of Sales Manager Coaching report shows effective coaching from sales managers can unlock an 8% improvement in sales performance.

Cegos Learning Framework

We apply our holistic and dynamic Learning Framework to build learning journeys that deliver more than just awareness of competencies and skills.



Every journey engages the learners beyond knowledge, learning step by step, to explore, experiment and embed their learning, transforming skills into performance.

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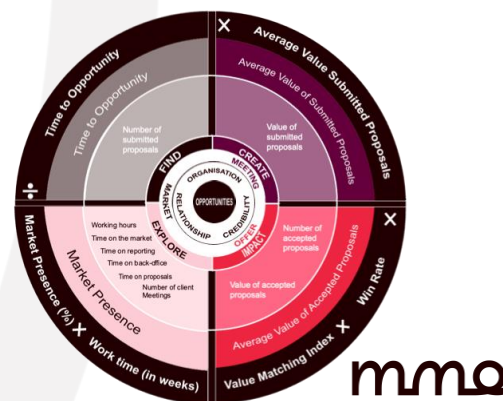
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By completing this learning journey, they will:

- Master a new sales language for seamless result forecasting.
- Develop a sales approach centered on a cohesive and integrated model, seizing market opportunities.
- Define an ideal profile for their salespeople and establish SMART objectives for success.
- Implement an agile and efficient sales process with real-time progress tracking.
- Elevate the performance of their sales team through a potent data-driven coaching style.

A proven model:



Digital learning:

- [Leading with data](#)
- [Leading resilience inside sales teams](#)

#MAKINGADIFFERENCE

Delivery modes:



Blended learning accessible in our [LearningHub](#).



Can be delivered **in-person and/or virtually** as most appropriate to you and your learners.

Duration: 28h total learning



12 hours of instructor-led learning.



16 hours of self-directed and on-the-job learning.

REF: EST

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“Manage the enablers not the results.”

#TIL