

Sales Effectiveness Quick Scan

YOUR CHALLENGE

No Sales No Business. A high performance sales organization and process is key for every organization. Every commercial manager or sales director should therefore regularly critically assess his sales organization and check whether the current way of working and competencies are still adequate and where to focus improvement and innovation activities.

OUR SOLUTION'S ADDED VALUE

Improvement starts with a good understanding of the current state. During a **live facilitated sales scan session** we walk you through our Sales Quick Scan and map out the opportunities for improvement in a structured way. With a clear overview of all indicators, you will have the information to make the best decisions to further increase your company's Sales Performance.

3 types of SALES Quick Scan

1. Sales Effectiveness Scan (1h. free online assessment)

- Sales Strategy: target groups, go-to-market strategy
- Sales Process: What's our formal sales process & steps?
- Organisation: Clearly structured roles, tasks and responsibilities?
- People Management: Do we have a high performing sales culture?
- Knowledge: Do we know our your client, industry and competition?
- CRM: How effective do we use CRM?

2. Sale Team Competency Scan (1h. free online assessment)

- Do we have the right focus and use our time efficiently as a team?
- What is our sales team Sales DNA?
- Are the competencies and quality of the sales team optimal?

3. Sales Manager Competency Scan (1h. free online assessment)

- Time Management
- Sales Manager Sales DNA/Habits
- Sales Management Competencies
- Fit between personal style and organisational sales strategy

LEARNING OBJECTIVES



MINDSET

- Continuous improvement - Sharpen the Saw regular reality checks of sales people, sales process and sales organization
- Feedback is a champion's breakfast



SKILLSET

- Sales Leadership and management
- Time Management
- Sales Skills
- Sales DNA
- Sales Process & CRM
- High Performing Sales Culture



TOOLSET

- Online Sales Effectiveness Scan
- Online Sales Team Competency Scan
- Online Sales Manager Competency Scan
- Free Online assessments for one hour led by a professional facilitator in sales

WORKSHOP SETUP



DURATION: 1 hour per assessment



FORMAT: MS Teams (online)



INVESTMENT: 0€ Free of Charge

Call or email now to make an appointment

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