

Overcome sales barriers to increase revenue, and manage your efforts for better long-term results.

One Goal - Revenue Generation™

One-day Sales Training

“There are many good Sales Training Programs available today. Why would a sales consultancy like NvestNtech introduce their own sales training program?”

Our clients found themselves with limited options to improve their sales results through public, or private sales training programs. The public course's diverse attendees from many companies and industries would not allow our client's individual needs to be met. The private courses, normally associated with larger organizations, were too expensive for the small to medium enterprise.

Working closely with our client's sales and marketing teams, we began to develop two key areas of need: Strategic, and Tactical. Our experience in sales force automation and CRM systems allowed us to add the important third dimension of sales training we call “Logistics”.



Recognizing the need to compress training into the shortest duration possible, we set a goal to conduct the training in one business day. By adding an on-site approach to the training, we could provide our client with a minimal disruption to normal business operations, and deliver a lower overall cost solution.

We took our training one step further by incorporating other departments, such as Marketing or Customer (support) Service, into the NvestNtech Sales Training Program. We believe our client reaps more complete and longer lasting results.

Please contact us to learn more about our Sales Training Program, and the many other services we offer to help you accelerate your sales and achieve better results.

**“It takes a
disciplined
process to
produce an
accelerated
sales cycle.”**

NvestNtech, Inc

PO Box 97906
Raleigh, NC 27624-7906
Phone: 919-676-4065
Fax: 919-676-4068
results@nvestntech.com
www.nvestntech.com

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Sample Course Outline

"Sales 101" – Basic Sales Techniques and overcoming objections

Time Slot: 8:30a-5:30p – 15-minute breaks for attendees, and lunch break, as noted

8:30a-10:00a

General Overview - 0:15

Strategic – 1:15

Market Segmentation

Sales Funnel

Competitive Intelligence

Break: 10:00a-10:15a

10:15a-11:45a

Tactical – 1:30

Call Planning

Call Execution – Emphasis on Time Management

Account Management

Overcoming Objections

Peer to Peer selling – Leveraging all levels of management

Lunch Break: 11:45a-1p

1:00p-2:30p

Role Play – "Selling against the entrenched competition" – 1:30

Break: 2:30p-2:45p

2:45p-4:00p

Logistics – 1:15

Automated Contact Management

Sales Reporting

Break: 4:00p-4:15p

4:15p-5:30p

Pulling it altogether – 1:15

This one-day course is conducted on the premises (on-site) of the client. Class size is limited to twelve (12) participants per trainer. Larger groups can be accommodated on multiple days, or with the use of multiple trainers on the same day depending on the facilities available.

Costs vary based on location and expenses. There is a one-time curriculum charge per participant.