



WorkPlan Sales Excellence Program

Program Overview

The Sales Excellence Program combines exceptional online training with professional coaching support. The program will deliver knowledge, ideas, and skills that can be applied in any business quickly and effectively. Whether you are a solopreneur, small business or lead a sales team, the WorkPlan Sales Excellence Program will make you a more effective sales professional. Our coaching support ensures you get the most out of the programs and use the ideas, knowledge and skills to grow your sales revenue significantly.

The WorkPlan Sales Excellence Program is designed for professional services firms and other businesses that deliver consulting, project and implementation services whether solely or in combination with technology or other business to business products.

The Sales Excellence Program is best in class, comprehensive, and provides everything you need to grow your sales revenue regardless of what you sell.

The Sales Excellence Program is a 12- week online learning and coaching experience. You will have access to our best in class learning modules anytime regardless of your location.

The WorkPlan Sales Excellence Program goes beyond standard sales training that often loses its impact shortly after the training session. Our sophisticated online learning modules are available for you to review at any time to ensure you get the most benefit from the program.

Workshop Approach

Once you register for the WorkPlan Sales Excellence Program you will be provided with your login credentials to access the online program. The WorkPlan Sales Excellence Program requires a commitment of time to complete the online modules and attend a weekly coaching session. In addition, you will need to commit time to put your learning to work in your business and achieve exceptional sales performance.

Top 5 Program Benefits

1. How to prospect effectively.
2. Learn how to communicate and build relationships.
3. How to win client engagements without selling.
4. Managing client engagement; tasks, communications and milestones effectively.
5. Sales Leadership and Management skills development.

Program Objectives

The WorkPlan Sales Excellence combines best in class online learning with professional coaching support to deliver significant sales revenue growth with higher levels of productivity and predictability.

Your business will generate more revenue.

You will build solid long-term relationships with your clients.

Achieve higher margins from your client engagements.

You will gain systems and processes to ensure sustainable results.

The Workshop is tailored for individuals and teams. It is not one size fits all.

The goal is to achieve new revenue significantly in excess of the Program fees within 8 to 12 weeks of the program.

Some of the topics Included:

The Fundamentals of Sales

- Integrating sales and marketing.
- Essential sales tools.
- Using a CRM effectively.
- Aligning Sales with the buyer's journey.

Effective Prospecting

- Connecting with prospects on social media.
- Analysing your competition.
- Techniques for reaching out to prospects.
- Perfecting the professional cold call.
- Managing communications with prospects.

Building Relationships in Sales

- How to qualify sales leads.
- 7 Key Things to know about potential buyers.
- Developing Emotional Intelligence in sales.
- What is consultative selling and why it is effective.

Closing the Deal

- Introduction to sales negotiation skills.
- Sales negotiation techniques.
- How to counter buyer negotiation tactics.
- Closing the sale.
- Transitioning to customer success.
- Dealing with sales objection tactics.

Sales Leadership and Management

- Effective sales team management.
- Automating your sales process.
- Creating sales battle cards.
- Building and effective, repeatable sales process.
- How to structure your sales team and build performance.
- Creating an accurate sales forecast.

Sales Psychology

- How to manage stress as a sales professional.
- How to sell to different personality types.
- How to present your solution effectively.
- How to use body language to win more sales
- How to deal with rejection in sales.

Program Tools

A range of tools, templates and worksheets are included in the workshop.

Our coach will help you tailor existing tools and create new ones for the specific needs in your business.

Delivery Methods

The WorkPlan Sales Excellence Program is typically delivered over a 12-week period.

The Program combines engaging, interactive online learning modules with professional coaching support.

Participant numbers are limited in each cohort to ensure each participant receives individualised coaching.

This workshop may be supplemented with an ongoing WorkPlan Coaching Program.

Contact Us Now to Get Started

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