

Sales Training

Pipeline & Territory Management

In-Person

A great deal of your success in sales depends on the activities that are behind the scenes. No matter how effective you are in face-to-face relationship building and problem solving, your planning and organizational skills will be the most important element of your long-term selling success.

What you'll learn

At the completion of this workshop, you will be able to: project revenue targets from existing accounts and current and new prospects, identify where clients and prospects are in the sales pipeline, and develop a territory plan to create focus and direction for activities.

Why you want to learn it

As a salesperson, you first need a specific sales revenue target, then you need to analyze each of the elements that make up that target. You need to understand how to move from prospects to closed business, and the critical steps and closing ratios for each step.

How it will help you

Creating a concrete plan will help you create and achieve sales results.