

Essential Sales Training

Empowering your sales team to excel: Transforming potential into performance

The essential skills training course is a comprehensive and dynamic course designed to transform your sales team into high-performing professionals.

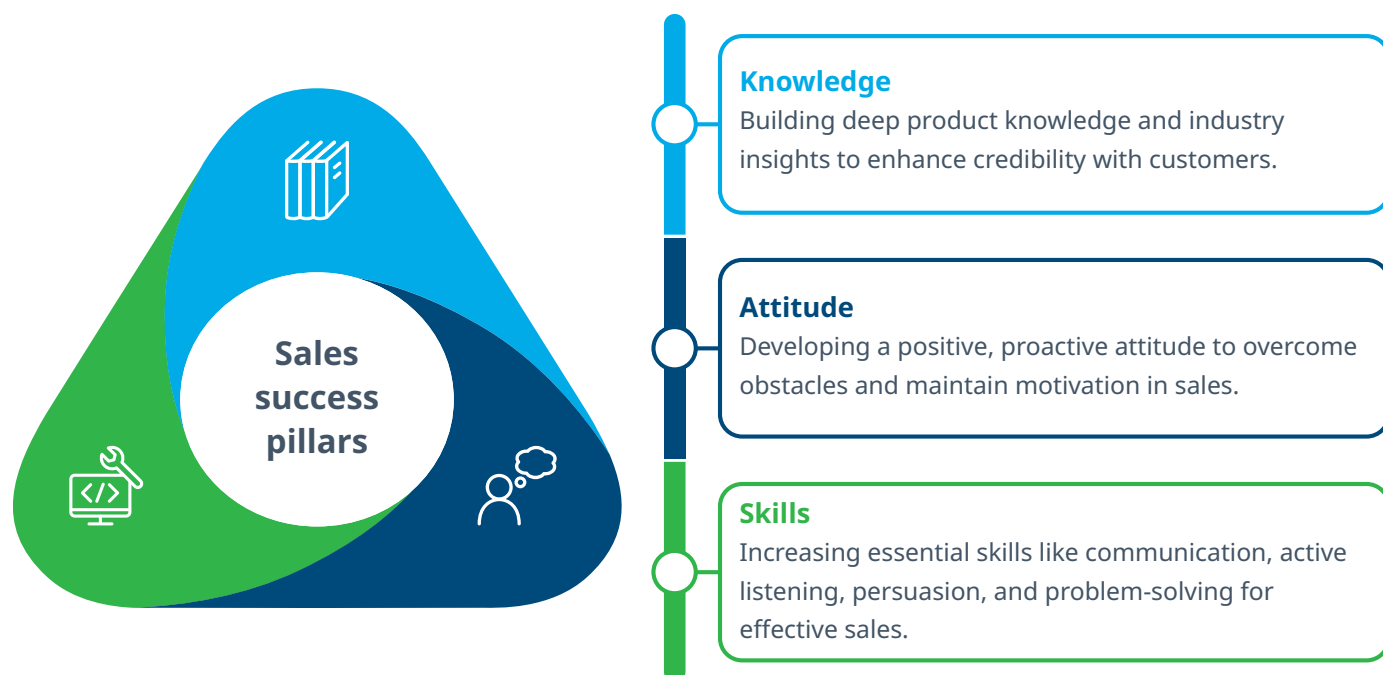
Our sales program is meticulously crafted to address the unique needs of your business, ensuring that every participant gains the essential knowledge, skills, and attitudes necessary for success.

We empower your team to **build credibility, connect with customers, and close deals effectively** through a blend of:

- Interactive workshops
- Real-world applications
- Customized coaching



The course equips participants with the essential pillars for sales success



Frequently asked questions

This offering is currently available and specific to South Africa. If a client has a team in another country within Sub-Saharan Africa, training can be arranged in-person or virtually upon request. Read through some of the frequently asked questions below for more information on this offering:

1

Who is the essential skills training aimed at? The essential skills sales training course is beneficial to all sales representatives, sales managers, account managers, or any other staff members that are client facing.

2

Where will the essential skills training course be held? The training can either be facilitated at the IQVIA offices in Centurion, at the client's office, or at another off-site location. We are flexible and will coordinate the necessary arrangements based on the requirements.

3

What is covered as part of the essential skills training course? The training course consists of two full days covering training, interactive sessions, practical examples, application and various touchpoints.

4

How is the essential skills training course tailored to each client? As part of the training deliverable, we conduct research, arrange interviews or site-visits with key employees to conduct a training needs assessment and key focus points for the delivery of the training.

5

Is the training curriculum standard or is custom training available? Although we offer the essential skills training course, our training can be customized for focus on specific elements, or we can produce customized training solutions, based on each client's requirements.

6

What is the cost of the essential skills training? The cost of the training is determined based on the size of your group, the activities included, development of custom materials (if applicable), and any travelling costs incurred to deliver the training (if outside Gauteng, SA).

Join us in turning your biggest expense into your greatest asset with training that is informative, engaging, and tailored to drive results.

Reach out to us and start your training investment today!

