

Never Generic. Always Tailored To You

One-off engagements

One-Off workshops and Programmes of workshops

One to three months engagement

Minimum six month engagement

Single Session

Behavioural Assessments

We offer a full suite of DiSC behavioural assessments.

You will receive a comprehensive report.
And a 60 - minute consultation.

- Sales Skills Index
- DiSC behavioural assessment
- Talent insights assessment
- TriMetric DNA assessment
- TriMetric EQ assessment

(We can conduct assessments for teams as well).

DISC ASSESSMENTS WITH ONE HOUR DEBRIEF €249 PLUS VAT

One and Two-Day Workshops

- SalesCOACH training programme (A minimum Two Full Days or 6 one-to-one sessions)

- Sales Process Design
- Sales Pipeline Management
- Sales Prospecting
- Sales Storyboard and Sales Presentation Skills
- Sales Communication Skills
- Sales Effectiveness
- Sales Goal Setting
- Listening And Deep Discovery
- Close More Sales Deals
- Handling Objections

ONE DAY WORKSHOPS €950 PLUS VAT

Sales Infrastructure Diagnostics

This is a two stage deep-dive analysis of your sales systems and processes.

Stage One

We will analyse your

- Sales Strategy
- Sales plans
- Sales performance systems
- Sales Processes
- Sales Pipeline Management process
- Sales tools
- Selling tactics
- Account management process

Stage Two

We will make detailed recommendations on how to improve your sales infrastructure.

MONTHLY ENGAGEMENTS €2,500 PER MONTH PLUS VAT

Implementation And Management

Here is where we excel. We become part of your team. And we work hands-on with you.

- 1) We complete the Sales Infrastructure Diagnostic.
- 2) Make recommendations.
- 3) Then we move to execution phase.

We will help you implement a full sales performance management system. Our PRESENT SOS.

Including

- Weekly sales reviews
- One-To-One sales manager training
- One-To-Group sales coaching and development

MONTHLY ENGAGEMENTS €2,500 PER MONTH PLUS VAT

Blended Learning - All programmes are reinforced with Video Tutorials and Exercises