

10 X SALES TRAINING

- **63% of salespeople say that closing deals is their biggest challenge (Source: HubSpot)**
- **79% of salespeople fail to reach their annual quota (Source: CSO Insights)**
- **Only 35% of companies have a defined sales process in place**
- **Only 13% of customers believe a salesperson can understand their needs (Source: SAP)**
- **44% of salespeople give up after one follow-up attempt**
- **70% of buyers have stopped doing business with a company because of poor customer service**

TRAINING COURSE CONTENT

- Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results
- Red Carpet Selling - trust base Selling
- Zero cost marketing
- Minimize Sales Objection and grow your sales.
- Client Relationship Management
- Build Brand - Kill competition. Capture More Market -
- 10 X growth Fundamental
- Digital Marketing Tools and techniques

TRAINING METHODOLOGY

- Interactive and participatory
- Lectures and presentations
- Group discussions and knowledge sharing
- Case studies and real-world examples

TRAINING DELIVERABLES

- A detailed guide on finding and targeting high-quality leads.
- Training materials on trust-based selling and the Red Carpet Selling approach.
- Frameworks for effective sales management and execution
- Training materials on trust-based selling and the Red Carpet Selling approach.
- Step-by-step plan for implementing and managing a CRM system.
- Checklists for SEO, SEM, social media marketing, and email campaign .

10x Growth



OBJECTIVES

- Develop strategies to find and attract the best leads.
- Implement trust-based selling and the Red Carpet Selling approach to build strong client relationships.
- Foster long-term relationships with clients to drive repeat business and referrals.
- Develop a strong brand identity to stand out from the competition.
- Understand and implement the fundamental principles of achieving 10X growth

**DURATION OF TRAINING -
2 DAYS**


greendot[®]
Management Solutions



**63, Ishan Park Society, Atak-Pardi,
Valsad - 396007**



sales@mygreendot.co.in



www.mygreendot.co.in



+91 8141042060