

Sales Training, Coaching and Consultancy.

SALES ACADEMY OVERVIEW

Sales Academy

Building capability in your sales team often requires more than a one off sales training intervention. In some instances, a large initiative may be the best approach.

Our experience of working with clients has shown that an “academy style” programme of learning where teams go through the same journey delivers the best results.

Wright Solutions sales academies are designed to highlight and accelerate best practice, plug sales capability gaps and create a culture of professional excellence.

National Sales Director

“Monthly Self Generated sales jumped up by unprecedented levels after the first round of Sales Academy courses – this stuff really works!”

“Inspirational training which gives every seller the tools to increase their own sales, increase their own commission”

Regional Director

“The sales training delivered to our sales force has been excellent. This has resulted in a complete shift in focus, away from talking about themselves towards truly understanding the customer needs.”

Account Manager

“They helped me rebuild my structure and add key components that I continually left out, improving my signing numbers and decreasing my let me think about it customers”

How do we design a Sales Academy?

- Firstly we run an-depth diagnostic analysis to identify existing processes and methodologies.
- The findings of which are presented in a detailed report.
- A sales competency framework is designed to show what “best” looks like.
- Skills are then benchmarked and areas for improvement and capability gaps are identified.

What are the Benefits?

- Create a culture of high performance selling.
- Build capability and deliver improved results.
- Align teams around one common sales methodology.
- Enable and encourage individual learning and professional development.
- Build coaching capability in the sales management team.

Who should take the course?

- Sales Professional’s.
- Account Management Professional’s.
- Business Development Professional’s.
- Sales management Professional’s.
- Customer Service Professional’s.

Delivery Options

A sales academy will consist of a range of delivery and learning methods which may include:

- Classroom style training.
- Role play simulations - actors play customer roles.
- Sales Coaching - both field and/or one to one.
- Deal Clinics - facilitated sessions where delegates work on live deals.
- eLearning modules - designed by our app and software developers to support the programme.

About Us

We are a sales performance consultancy providing sales transformation services in some of the Worlds largest companies, through our Training, Coaching and Consulting expertise.

We're trusted for 3 key reasons:

- We offer bespoke solutions to achieve your goals.
- Our clients choose us because we align with their values.
- We guarantee a return on your investment.

Sales Performance. Guaranteed.

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