

BELL ► CROSS SALES COACHING

Consultation

The Consultation Phase comprises of the following Modules-

A. Assessment

An in-depth sales force performance assessment. This is achieved through personal consultation at both management and individual sales professional levels. This assessment creates the platform from which the sales training requirements can be based.

B. Sales Training requirements

The identification of the specific sales training module requirements, based on the current strengths and weaknesses of the sales professional.

C. Product Familiarity

The familiarity of your product and the identification of specific product related training requirements.