



Sales training

Producing results

Our reputation for using creative methods to deliver sales development programmes is widely recognised

“ Delegates respond well to the PTS ‘Sales Academy’ approach. We’ve had people who joined with an apparent low skill level who have become highly competent, driven professionals. ”

Chris Burns, HR Director



It’s one based on delivering programmes for staff across the full spectrum of sales, from those new to sales, territory sales and major account sales through to Sales Directors.

We construct and tailor our courses to address every particular style of selling, be it:

- Transactional
- Consultative, or
- Enterprise

How do we do it?

Unlike other areas of business, sales is more easily measured - you either win or you lose. Development of a course therefore, has to consider what can be done to improve the chances of winning business and how the measurement of that increase can be monitored. In this respect, all our sales training focuses on:

- Education
- Activity
- Results

Consideration is given to not just what happens inside the classroom, but how that can be transferred to activity and results in the field, such as:

- Live phone-out sessions
- Lead generation campaigns
- Team challenges
- Project-based activity (e.g. our ‘100-day challenge’)
- Live account reviews and effective presentations

And much more...

So if you are looking for real results in your training then contact us now to explore how we can have a permanent effect on your bottom line.

PTS has a wealth of expertise spanning 25 years.

**Take a fresh look
at training**



Progressive Training Services Ltd

Progressive Training Services Ltd
Little Fellows, 1 High Houses, Mashbury Road, Great Waltham, Essex CM3 1EL
T: 0845 458 9461 • E: info@pts-uk.net • www.pts-uk.net

Delivering Performance Improvement

Sales training

Producing results

Winning competitive business invariably takes team effort

For this reason, we have developed a range of courses appropriate for all roles in the sales process, from one day programmes through to fully managed, in-house Sales Academies.

SALES SUPPORT

- Pull through business
- Contract management
- Relationship management
- "C" level selling

Can you tell me more about your business?

What would the implications of that be to your business?

SALES MANAGEMENT

- Tracking and monitoring
- Leadership & management
- Interview techniques
- Presentation skills
- Negotiating & influencing skills
- Finance

Is there anything else you need me to do before we sign the contract?

FOUNDATION SALES

- Steps of the sale & purchase
- Drill down structure
- Forecasting
- Time and priority management
- Pre sales
- Understanding selling
- Presentation skills
- Proposals & business case creation
- Acquisition selling

This structured selling process really seems to work!

I wonder if he'll arrange an introduction for me?

SENIOR SALES

- Tracking and monitoring
- Finance
- Leadership and Development
- Personal development
- Executive coaching

ACCOUNT MANAGEMENT

- Account development planning
- Profit management
- Structured selling
- Resource management

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