

Strategic Sales Management

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Description

Is your sales team meeting your sales expectations? Are they reaching your sales goal and target? Do you have a Sales process and is it being followed? I am sure you must have come across many questions like this in the past, as a small and medium scale business owner or manager. But these are all common questions, not only to the small-scale businesses, but to the well-established businesses too. The competitive nature of selling is a double-edged sword, turning up one's motivation on one side, and distracting you from being your best on the other. We at 'COR' help you win sales consistently, with an effective 'COR' sales management process, with guaranteed customers and guaranteed sales, by following a disciplined, focused & practical application of sales techniques which helps our customer reach their full potential! As part of this process we diagnose all of your sales process and plan and find the root cause of whatever the underlying problems are. Our diagnostic tools and processes will ensure that we can work to deal with the cause of the issue and not just the effect. As part of this process we can help you to analyse the current situation affecting your sales business, in order to prioritise the area's most in need of action, and provide and implement an alternate solution. The Solution provided will be a practical implementation plan, in order to improve your sales performance and fix the broken sales target. We help business owners and business managers reach the

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