

Coaching

To stay at the very top, your sales team needs continuous guidance and support with effective performance coaching.

Training is the first step on the ladder to better performance from your sales team. The next step is development by coaching. This is an on-going activity that might fit best in your company to complete monthly or quarterly. This is a flexible timetable, offering one-to-one, face-to-face coaching, agreed by you. We can review your sales team with you and decide on the best course of action for your organisation.

When choosing a sales coach to optimise performance in your organisation, we recognise that the sales team need tailored sessions that are relevant, interactive and fun to give them the added value to build on individual self awareness.

Do you need to release the very best in your sales professionals? Can they be taken further to build on their potential; increasing motivation, attitude and self-confidence? Are they flexible to changing situations, able to overcome objections and be trusted when they are talking to your key decision makers in your client companies?

What is the way forward for your team?

Working with a sales coach from Integrity Sales Consultancy we will motivate your employees to:-

- Be ahead of the competition - creative thinking
- Increase sales performance - raise the bar
- Gain that new business - be a hunter not a farmer
- Improve sales confidence - release potential
- Be more motivated - as an individual and team player
- Develop win-win situations - the best for your client and your company
- Establish purpose and direction - the way forward

With Integrity Sales Consultancy you will be looked after by a coach who has wealth of experience, who will give you the highest level of service and support.

We are committed to your business.