



SALESMOOSE

GROW PEOPLE - GROW SALES

Young Professional in Sales

10 weekly modules on Sales Mindset & Skills *Intensive live training & coaching program*

- Learn all relevant basic sales skills and develop a winning Sales Mindset
- Improve your Sales performance by weekly intensive peer group coaching
- Practice your skills in small groups of max. 5, coached by an experienced Sales professional

For who:

- Junior Sales & SDR's
- Customer Service agents
- Unexperienced Salespeople
- The program can start with a minimum of 5 participants per group.
- Languages: ENG, DE, NL
- Budget € 1250

By who:

SalesMoose has 11 experienced coaches with each more than 25 years of relevant experience in all sectors. This is how a thorough understanding of all sectors' unique challenges is ensured.

Program outline & objectives:

1. **Self-awareness:** Your program starts with a SalesStep. This is your personal development dashboard that highlights your development priorities and sales talents.
2. **Mindset:** Develop a winning Sales Mindset by 10 intensive weekly peer group coaching sessions in a small group of max. 5.
3. **Skills:** Learn how to master your essential sales skills like acquisition and closing in a classroom setting.

Rehearse what you learn in role plays and put your skills directly into practice in the time between the weekly coaching sessions. During the sessions you will learn to reflect and provide feedback on real life cases.



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Young Professionals in Sales weekly coaching agenda

Session	Time	Young Professional in Sales	Tools	how	who
1	1/2 day	Kick Off, SalesStep evaluation & Learning objectives	Slides	Classroom	 SALESMOOSE
		SalesStep evaluation		Online	
		Self-awareness			
2	90 min.	SalesStep evaluation results	SalesStep	Zoom	
		Development priorities hard and soft skills			
3	90 min.	Limiting Beliefs and Blindspots	Johari & SalesStep		
4	90 min.	Sales Mindset			
		Drive to Win & Mental Fitness	Syllabus	Zoom	
5	90 min.	Target responsibility & perseverance			
6	90 min.	Sales Skills			
		Consultative Selling techniques	Syllabus	Zoom	
		Dealing with Rejections and emotional customers			
7	90 min.	Acquisition skills & lead generation	Linkedin account		
8	90 min.	Classroom training & Certification	Quiz	Classroom	