

“Don’t be a Seller.... be a *Best* Seller”

What’s stopping your sales team achieving their full potential?

What’s stopping you from achieving the results you want?

In an increasingly competitive environment, how can you ensure that your team has the sales edge over your competition?

Investing in sales training to develop the skills of your team is an obvious way forward. The **challenge** is ensuring that your team **get the right training** in the **key areas** that will have the **biggest impact** on your sales revenue.

Pareto Law tackles this head on by taking a practical and robust approach to identifying skill gaps and understanding the root causes for ineffective sales performance and processes.

We will deliver a structured analysis that will identify:

- The effectiveness of your sales leaders and managers in creating high performing teams
- The skills gaps and shortages within each team
- The attitudes and beliefs that are impacting on their sales results
- The systems and processes that support or constrain effective performance

What you can expect is:

- A tailored training and development programme that will raise capability and make a positive impact on your team and their results
- Recommendations on the implementation of the programme to maximise its effect on your sales performance
- Expert advice on Improvements to your processes and procedures that will maximise sales success

Our consultants pride themselves on gaining the trust and respect of your team. They quickly get under the skin of your business using a range of proven methods which include questionnaires, 1:1 interviews with selected staff, focus groups and live call and field visit observations.

According to recent research, 55% of HR decision makers report that their organisations are suffering from skill shortages How much are you suffering?*

* Randstad Skills Shortage in Recession - Report 2009