



SYSTEMATIC
WORKFLOWS

PROCESS & PROCEDURE
TRAINING

Process & Procedure Development (Sales)

Streamline workflows, Increase efficiency

- Standardize Sales Operations • Improve Sales Efficiency
- Build Scalable Sales Systems



Audience

Process & Procedure Development (Sales) is designed for professionals and organizations that want to establish clear sales processes, standard operating procedures, and structured systems that improve sales efficiency and consistency.

Ideal for:

- Sales managers and team leaders
- Business owners and entrepreneurs
- Sales operations professionals
- Business development managers
- Startup founders building structured sales teams
- Customer success managers
- Operations and process improvement professionals
- Consultants supporting business growth and transformation
- Sales professionals transitioning into leadership roles
- NYSC members and fresh graduates interested in sales and business operations



Course Description

Process & Procedure Development (Sales) focuses on helping organizations create structured sales systems that improve efficiency, accountability, and scalability.

The training provides practical guidance on mapping sales workflows, developing standard operating procedures (SOPs), defining clear sales roles and responsibilities, and implementing systems that ensure consistent execution of sales activities.

Course Overview

Participants will learn how to design sales processes that reduce inefficiencies, improve team coordination, and create a repeatable framework for achieving consistent sales results.



Course Outline

- ❖ Module 1: Introduction to Sales Process Management
- ❖ Module 2: Understanding Sales Workflows and Process Mapping
- ❖ Module 3: Designing Effective Sales Processes
- ❖ Module 4: Developing Sales Standard Operating Procedures (SOPs)
- ❖ Module 5: Sales Roles, Responsibilities, and Accountability
- ❖ Module 6: Implementing Sales Systems and Tools
- ❖ Module 7: Monitoring Sales Performance and Process Improvement
- ❖ Module 8: Building Scalable and Sustainable Sales Operations



Training Details

Duration: 1 Day

Training Fee: ~~₦~~200,000(excluding tax)





Thank you



Hub 43, 2nd Floor 8, Jubilee way,
CMD Road Magodo Lagos



08033437278 ; 08094435952
info@alfred-victoria.com
www.alfred-victoria.com