



SALES STRATEGY AND SUCCESS TRAINING

Master the Strategy, Secure the Success

- Develop Winning Sales Strategies • Improve Sales Performance
- Achieve Sustainable Revenue Growth



Audience

Sales Strategy & Success Training is designed for individuals and professionals who want to develop effective sales strategies that drive consistent revenue growth and long-term business success.

Ideal for:

- Sales professionals and sales executives
- Business owners and entrepreneurs
- Sales managers and team leaders
- Business development managers
- Marketing professionals involved in revenue growth
- Startup founders building sales strategies
- Customer success and account management professionals
- Consultants supporting business growth initiatives
- Freelancers and independent sales professionals
- NYSC members and fresh graduates interested in sales and business development



Course Description

Sales Strategy & Success Training focuses on equipping participants with the strategic thinking and practical sales techniques required to succeed in competitive markets.

Course Overview

Participants will learn how to align sales activities with business objectives, improve sales performance, and create sustainable strategies that lead to long-term success.



Course Outline

- ❖ Module 1: Introduction to Sales Strategy and Market Success
- ❖ Module 2: Understanding Market Opportunities and Competitive Positioning
- ❖ Module 3: Developing Effective Sales Strategies
- ❖ Module 4: Customer Value Proposition and Sales Messaging
- ❖ Module 5: Sales Planning and Pipeline Management
- ❖ Module 6: Sales Execution and Performance Management
- ❖ Module 7: Building Strong Customer Relationships
- ❖ Module 8: Measuring Sales Success and Continuous Improvement



Training Details

Duration: 2 Days

Training Fee: ~~N~~250,000(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