



CUSTOMER DEVELOPMENT

This segment explores several areas that will help your organization build a strong base of customers and increase revenue from existing customers.

<p>Learn how to identify and pursue new accounts</p>		<p>Learn how to become a Trusted Advisor to your existing customers</p>		<p>Learn how to develop new customers in existing markets</p>		<p>Learn how to measure your success</p>
<p>Approaches to Business Development</p>	<p>Understanding Alternative Sales Strategies</p>	<p>Develop Consultative Sales Techniques</p>	<p>On-Call Coaching</p>	<p>Train yourself to become a Top Salesperson</p>	<p>On-Call Coaching</p>	<p>Key Performance Indicators</p>
<p>This ongoing, online seminar is designed to help you learn how to uncover new business opportunities through effective networking, prospecting and strategic alliances. Engage in a 1:1 or group dialogue.</p> <p>Go To Learning Solutions</p>	<p>Learn how to create and manage the infrastructure to develop new customers. This online program will explore direct and indirect sales channels and how telesales (inside sales) can be used to complement face-to-face selling efforts.</p> <p>Go To Learning Solutions</p>	<p>Designed to teach a consultative approach to customer relationship management. You will learn how to gain your customers trust to achieve a win-win outcome.</p> <p>Go To Learning Solutions</p>	<p>Work one-on-one with an experienced sales leader to strengthen your customer relationship skills. Completely flexible to meet your needs.</p> <p>Go To Learning Solutions</p>	<p>Learn how to think, act and win like a top sales professional. Build on your strengths and overcome roadblocks with these tools and practical exercises.</p> <p>Go To Learning Solutions</p>	<p>Work one-on-one with an experienced sales leader to build your sales skills and gain new customers. Completely flexible to meet your needs.</p> <p>Go To Learning Solutions</p>	<p>Tracking performance is vital to every organization. Learn how to set goals and measure the right activities for your organization.</p> <p>Go To Learning Solutions</p>