

SALES PERFORMANCE IMPROVEMENT

Grow your top line revenue. Respond to shorter lifecycles and savvier customers. Give your salespeople the consultative skills they need to be successful.

Intrepid's Sales Performance Improvement solutions are designed to improve salesforce readiness and effectiveness by aligning training and performance programs to tangible business metrics and outcomes.

WHAT YOU GET:

- Customized Map that links training and performance interventions to business metrics
- Salesforce Skill and Knowledge Assessments, Front-end Training Analysis and Job Task Analysis to identify gaps
- Innovative and effective learning content in a variety of formats (Formal, Agile and Social) that drives Sales Readiness, Sales Effectiveness and Sales Mastery
- Intrepid Program Management, Vendor Management, Instructor Recruitment and Allocation, and Classroom Management
- Clear and reliable Executive Reporting, including dashboard reports

Employ Intrepid's Holistic Formal-Agile-Social Learning Framework to build a training program that adapts to when and how your salespeople work best.



HOW YOU BENEFIT:

- Increase speed-to-market
- Reduce sales cycles
- Enhance selling skills
- Improve salesforce readiness
- Measure sales effectiveness
- Demonstrate results to executives and sponsors with detailed performance reports

Salesforce optimization is no longer a choice—it's a necessity. Give your people the tools and training they need to be successful. Your revenue growth depends on it.