

One-on-One Sales Coaching

Description

Achieve Excellence through Sales Coaching

The job of a coach is to train, motivate, and challenge â?? all with the goal of maximizing potential to achieve excellence and success. At Business Development University (BDU), we provide dynamic, results-driven one-on-one sales coaching for corporate companies, small businesses, and professionals.

One-on-One Sales Coaching for Corporate Companies

Through one-on-one sales coaching, we are able to improve your top line as we:

- Help a newer or under performing sales associate who needs to ramp up quickly.
- Transform sales veterans from good to great, and from great to superstar.
- Reinforce valuable training so that sound principles become good practice.
- Empower a sales manager or VP of sales to increase the teamâ??s productivity.

One-on-One Sales Coaching for Small Businesses

As the owner, president, or C-level executive of a small business, client acquisition often poses as both a priority and a challenge! Our one-on-one sales coaching will:

- Help you balance your business responsibilities for maximum impact.
- Enable you to develop a solid client marketing program.
- Identify high pay-off activities so that you get the best return on your time.
- Leverage your networking relationships for warm referrals.

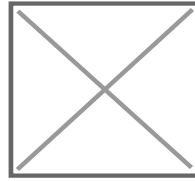
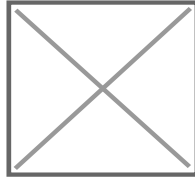
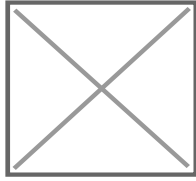
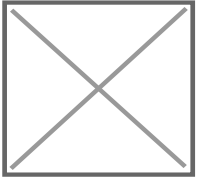
One-on-One Sales Coaching for Professionals

If you are a professional or entrepreneur, then you know the dilemma inherent in being responsible for *bringing in* work while you are also *doing* the work. BDUâ??s one-on-one sales coaching will:

- Train you in proven sales strategies and tactics.
- Maximize the time you have to invest in business development.
- Even out the ebb and flow of work by bringing in a consistent stream of qualified prospects.
- Increase the amount of an average sale and shorten the sales cycle.

Move Ahead with a Personal Coach

Contact us at **1-877-310-1370** to discuss how one-on-one sales coaching can help you or your sales team fill the pipeline and improve the companyâ??s top line!



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