

DEVELOP YOUR SKILLS IN SALES MANAGEMENT: DRIVE AND ACCELERATE PERFORMANCE

Boost your sales strategy and steer your teams towards sustainable performance with clear and measurable levers for action.

ON THE AGENDA:

- **Define a clear sales vision:** Clarify your strategic objectives, share an inspiring vision and unite your teams around common ambitions.
- **Drive key performance indicators:** Identify and master the essential KPIs to evaluate activity, anticipate deviations and quickly adjust action plans.
- **Optimise commercial processes:** Rethink your working methods and simplify your processes to accelerate sales cycles and maximise value creation.
- **Develop team skills and motivation:** Implement levers for skills development and engagement to grow your talent and strengthen collective momentum.
- **Transform challenges into opportunities for growth:** Learn to adopt an agile approach to market changes and turn every challenge into a lever for success.

INTERACTIVE
TRAINING

INTERACTIVE



CUSTOMISED



INNOVATIVE



HUMAN-CENTRED



Prepare, practise and progress with our innovative tools and human-centred approach!

- **Online preparation:** Access our Shareforce Academy platform for videos, a detailed programme and interactive modules designed to meet your individual needs.
- **Flexible programme:** Choose a one-day or multi-day training course, with collaborative workshops and case studies that promote interactive and human-centred learning.
- **Proactive approach:** Learn key concepts before each session to maximise your impact, with personalised support.
- **Personalised follow-up:** Benefit from interactive tools and ongoing support to deepen your knowledge between sessions, with a focus on your personal development.

Artificial intelligence at the service of your progress

Throughout the training, we will also use artificial intelligence as a cross-functional tool to enrich analysis, compare data, generate ideas and facilitate decision-making. You will discover the fundamentals of its use and explore how AI can become a concrete lever for gaining efficiency and relevance in your professional activities.

**Take your sales performance to the next level
your sales performance. Register
today to successfully steer your future!**