

Action Learning Corporation

New Business Development

Objective

- Establish a Successful New Account Development process that produces immediate results.
- Build a Customized Sales approach that takes the best of what you have and improves it.
- Deliver a Proven Sales System that can be duplicated by all of your sales people.

Process

- Conduct Sales Analysis on your current sales process. What is working, how effective is it (the numbers), what is not working?
- Give immediate feedback on ways to improve your sales results. Purpose is to develop mega-credibility with the sales team and get their buy-in to the process.
- Meet regularly with the Sales Team to give them the latest developments on their customized sales process and continue to get their input and buy-in.

Deliverables

- New Business Development process for opening accounts.
- Customized Sales System that works.
- Documented Step by Step sales process.
- Sales Tool Box.

Contact Us

info@actionlearning.biz

Phone: 952.445.8604

Fax: 952.403.7765

2920 Pine View Drive
Minneapolis, MN 55372