



## SCALING SALES ENABLEMENT: HOW TO KICK SALES INTO HIGH GEAR

### How to Scale Your Inside Sales Team



#### **Background**

If you support a sales force- as a sales TL, product manager, or sales enablement pro—this is your moment. Your team needs you now more than ever. Entire teams shifted to virtual selling last year. Budgets are being level-set or cut. Organizations are rethinking sales headcount, processes, and tools.

Furthermore, the pandemic has exposed the weaknesses in salespeople, plans, and processes. This program brings you the vital ingredients required to adapt to the new normal by providing the participants with the tools required to tackle the Sales Enablement challenge from all sides- Process Improvement, Coaching, Training and many more!

#### Program Details

Date & Time: 9th June, 2023 (9:30am to 4:45pm)

Duration: 4 sessions (6 hours)

Venue: Ramada Encore by Wyndham Kathmandu Thamel

Google Map: <https://shorturl.at/fvKZ3>

Target Audience: Mid to Senior Level Staff from relevant departments

Discount shall be applicable for the MOU signing banks only

# Program Details

## In this program you will learn how to scale up sales enablement to meet long-term needs

- How to thrive in the current environment and leave your competition behind
- New ways that sales enablement technology can help you deliver the knowledge, content, collaboration, and insights to drive results
- Best practices to accelerate results with virtual teams and why traditional tactics are no longer enough
- Five key capabilities of a holistic sales enablement solution

## Program Takeaway

In this program you will,

- Create a best in-class process for:
  - ⇒ Sales Kick-Offs (SKO)
  - ⇒ Sequencing social media selling tactics
- Customize and use the latest tools for:
  - ⇒ Solid Accounting Planning
  - ⇒ Sales Competency Coaching
- Tips to Maximize the business impact of sales training solutions.

### Facilitator's Profile

**Mr. Sunil Verma**

**Partner - ComeToBe Coaching**

**Mumbai, India.**



Mr. Sunil Verma is a Talent Development expert with 25 years of experience across Banking, (Information Technology Enabled Services) ITES and Hospitality industries in Asia and Europe in leadership development and coaching across 18 countries. His values of trust, responsibility and integrity enable him to lead across cultures and industries. He is passionate about maximizing human talent and India's start up story.

Mr. Verma founded 'ComeToBe Coaching' in early 2016 after returning to India. He was previously in London as Regional Head of L&T- Europe for Standard Chartered Bank. He was also associated with Lehman Brothers as the Vice President of Training.

For more details:

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<https://cometobecoaching.com/blog>

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