

Say Yes to Next

Sales Kickoff
2022

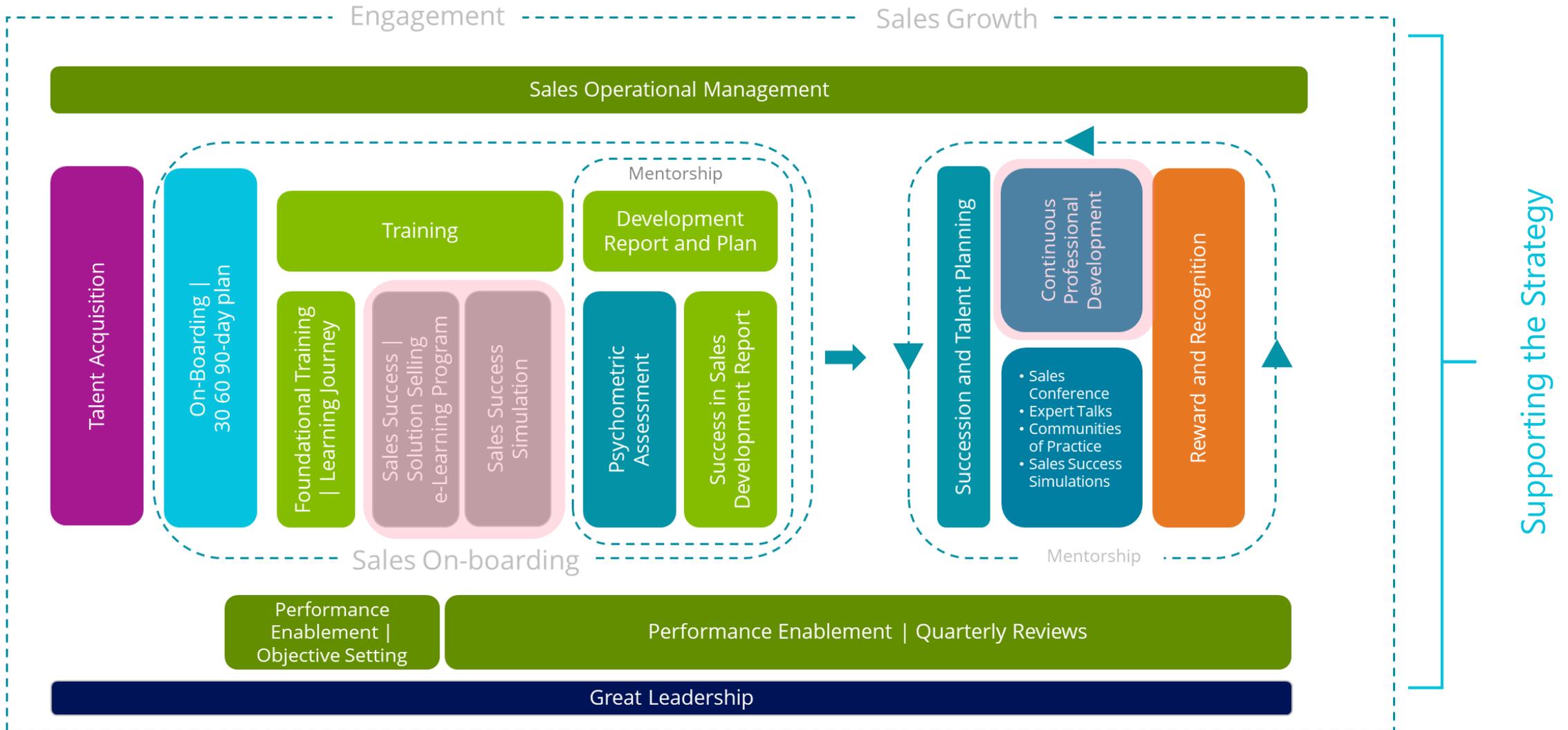
Sales Kickoff 2022

Sales Talent and Enablement

23 February 2022



Sales Success Framework



Sales Success Program



Purpose

The purpose of the Sales Success program is to:

Ensure an empowered sales team through:

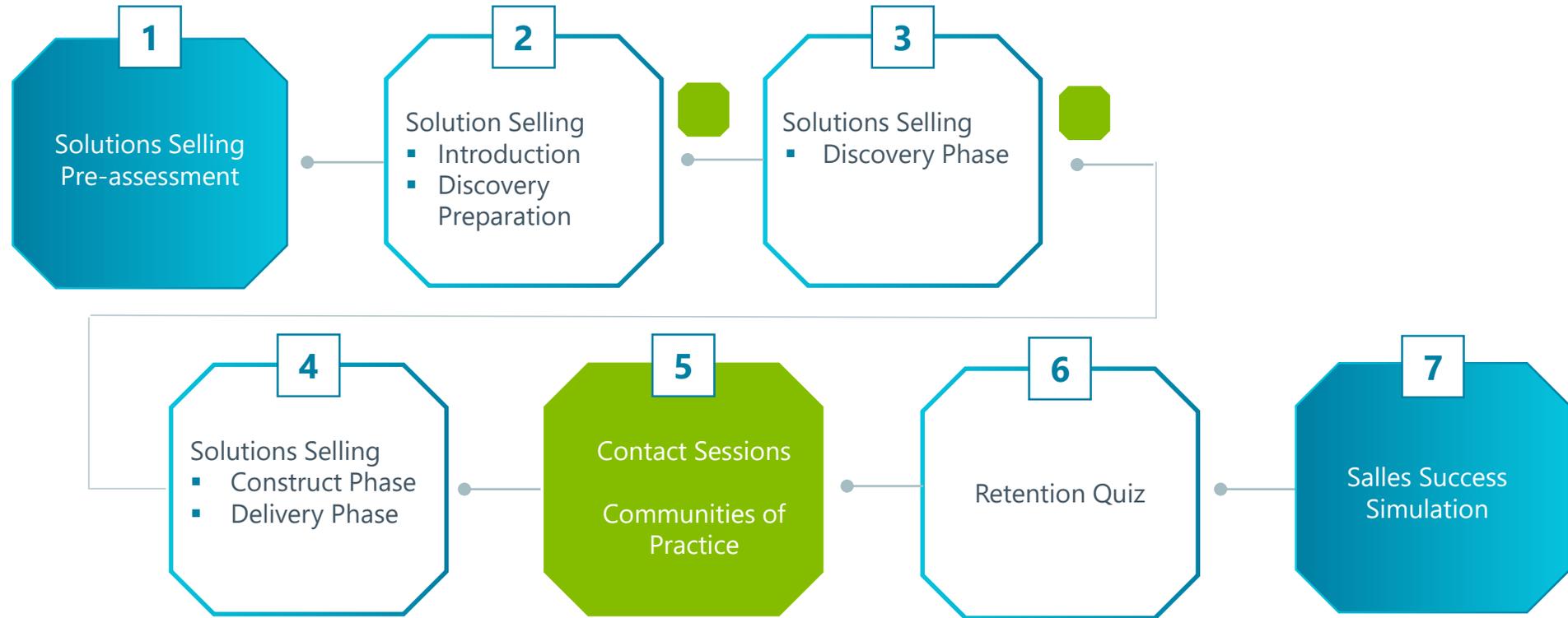
- Increased awareness around sales methodologies,
- Consistent messaging as industry and manufacturing specialists in our target markets
- Articulating a clear value proposition for a customer



Sales Success
PROGRAM

Sales Success Training

Sales Success Program

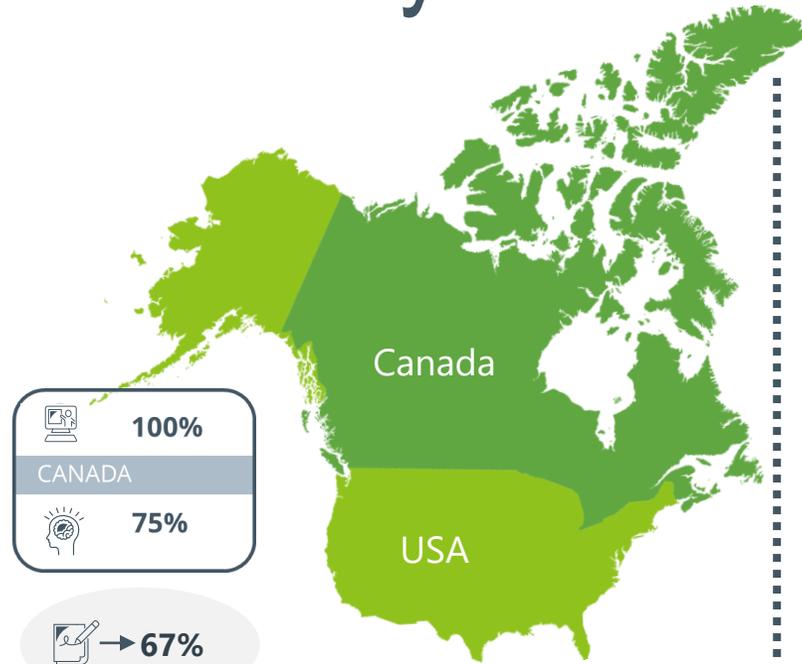


How did you do?

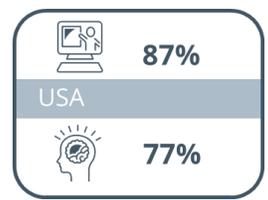
E-learning Program 

Simulation 

Development Report 



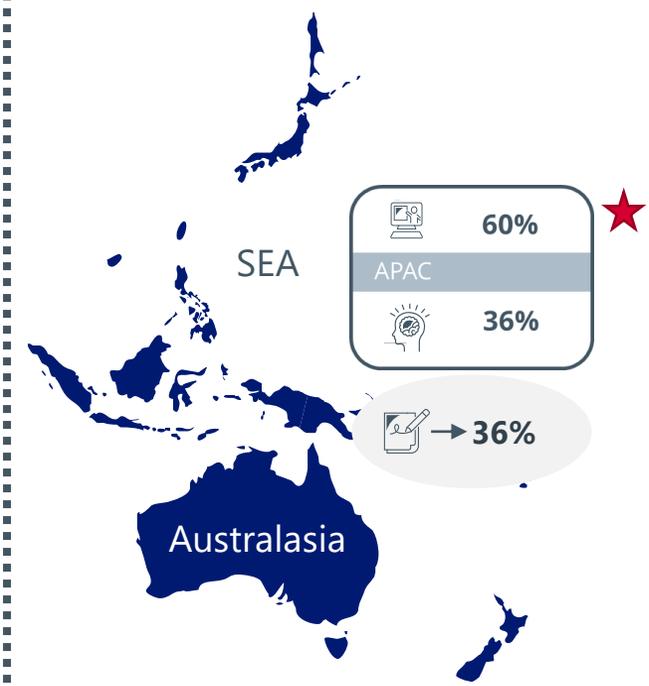
Development Report drives your continuous development



AMERICAS



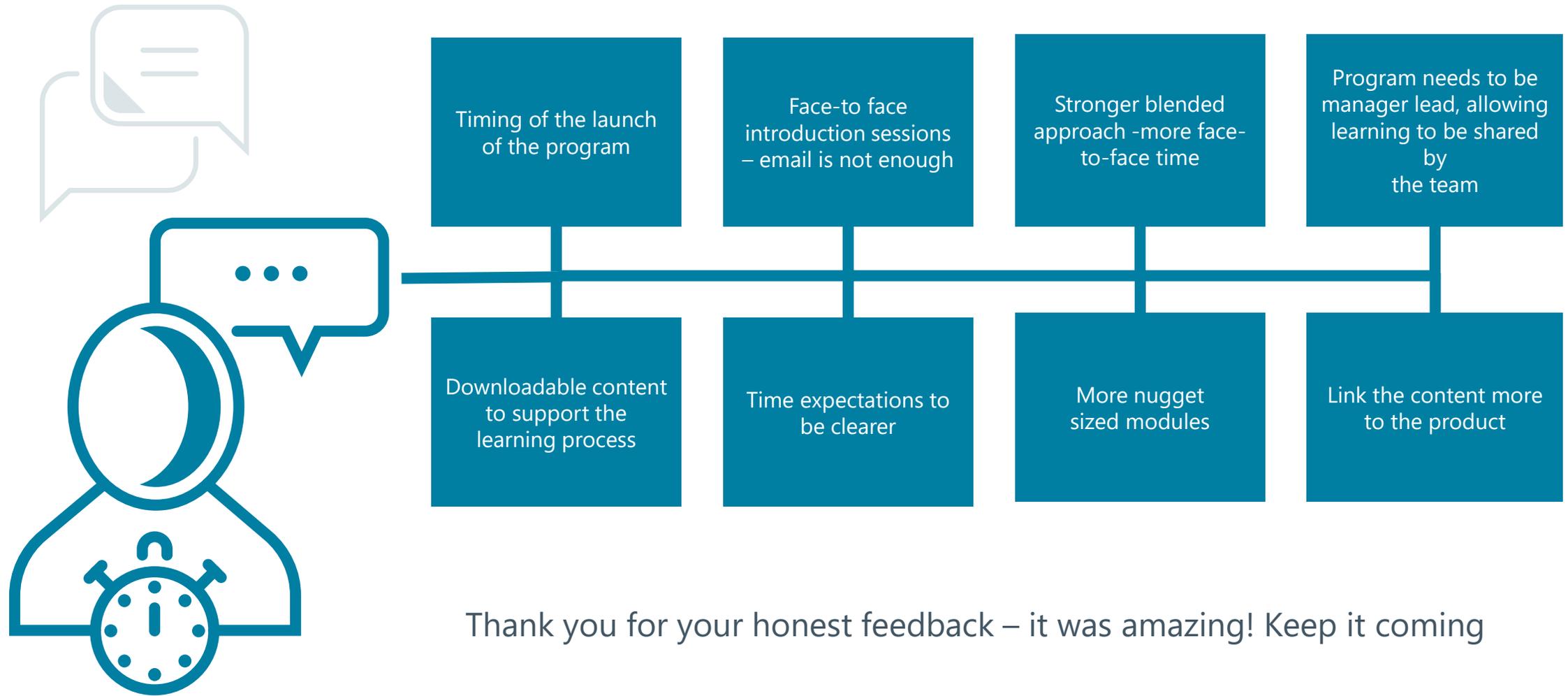
EMEA



APAC



We are listening – keep it coming



Thank you for your honest feedback – it was amazing! Keep it coming

Way forward?

- Your development report is being shared with your line manager
- Discuss your development areas and agree on your development plan for 2022
- Arrange continuous check-ins to ensure you are on track



What' Next?

Focus for 2022:

- Qualification of a Prospect



- Presentation Skills





Thank You

syspro.com



Copyright © SYSPRO. All rights reserved. All brand and product names are trademarks or registered trademarks of their respective holders.