nwIRC
Driving Impact for Manufacturers

Sales Process Mapping Workshop

If you're frustrated with your organization's inconsistent sales performance or low percentage of wins, you need to create or refine your sales process. This workshop will help your company become more proactive, qualify leads more effectively, and stay in alignment to your customers buying process. With built in milestones, world class best practices, verifiable outcomes, and sales tools in your newly mapped sales process...you're ready to advance opportunities with a higher probability of success leading to increased revenues and improved profitability.

What's in it for you?

• Learn the process. Process means improved quality, effectiveness, efficiency, reliability, repeatability, predictability, and manageability

• Engage in hands-on exercises on how to develop a future state sales process map. You will develop an outline of your own company's sales process map as part of this session

-Understand activities and tools you can put in place designed to elevate your customer relationships from vendor to trusted problem solvers and advisors

• Use a repeatable process to effectively adjust to changing conditions and facilitate market diversification

Onsite training customized for your company also available for 5+ people. (Contact us for details).

September 26, 2017
8:00am-3:00pm

Towne Square Conference Ctr
110 W. Spring Street, 2nd Floor
Titusville, PA

Cost: $250 per person
For a company team of 3 or more!
(Otherwise, $350 per person)

Value Add: *Receive 2-hours of virtual post-workshop coaching support.*

Bring a team to begin this creative process!
(leadership, engineering, outside and inside sales, marketing, product development)

For more information or to register:
www.nwirc.org/events • mreichard@nwirc.org • (814) 898-6888