

SALES EXCELLENCE COACHING



Why choose proficient-ly ?

In today's rapidly changing world, selling has become increasingly difficult. But with Proficient-ly, you can shape sales habits that consistently bring excellent results.

We believe that world class sales practice is about commitment to shaping the right behaviours in your team and we have the tools to help you do this.

The biggest barrier to most business growth is truly knowing what needs to change and how to make that change happen. Change is a risky business – but with real skill and know-how you can de-risk that change. Our commitment to demonstrating the necessary changes sets us apart. Getting a different outcome requires new behaviours and supporting businesses through change is our true passion.

A programme to establish really high performing habits.

Bespoke training & coaching will be delivered to ensure that every member of your sales team can effectively structure a sales interaction that will drive real success.

- They will deliver a world class customer journey.
- They will learn how to deliver a really strong pipeline.
- They will master the habits that will avoid revenue dips.

Ultimately they will become experts in gaining commitment and overcoming objections to maximise results.

- ✓ Ongoing and bespoke call coaching designed to enhance performance and confidence as well as encourage and reinforce ongoing accountability.
- ✓ Onsite objection handling training and coaching.
- ✓ Ongoing and bespoke call listening (pre-recorded, live, side by side) designed to identify strengths and unearth key areas of development for ongoing coaching.
- ✓ Written feedback on the quality of calls with clear objectives to drive performance.
- ✓ A library of high-quality calls to use for ongoing training & development.

What our clients say...

"Proficient-ly are a super engaged and super friendly team. Other sales coaches we've worked with just don't match the energy that Proficient-ly bring."



"Emma is very collaborative and makes her sessions a two-way experience, tailoring to my specific requirements. I always receive positive and constructive feedback and key takeaways that can be practically implemented immediately."



**Are you ready to level up your client communication game and start a Revenue Revolution?
At Proficient-ly we rewrite the rule book, and put your people at the heart of your profit!**

Get in touch

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