

# Competence based training package

Sales, leadership and customer experience



## Reach new heights

We offer tailored training to improve sales, leadership, or customer service, based on the client's goals and strategy. This training package helps identify areas for development and creates sustainable growth in your organization.

### 1 DEFINITION PHASE

- We begin with a thorough review of your company's strategy and current sales strategy.
- We identify the objectives of the training and determine which skill areas or attributes need development.
- We set clear short- and long-term goals.

### 2 COMPETENCY ASSESMENT

- Participants in the training are evaluated through competency-based personal assessments and aptitude tests.
- All participants receive individual feedback. Group reports can be utilized if necessary.

### 3 TRAINING IMPLEMENTATION

- We utilize the results of the assessments and industry expertise to ensure an effective, tailored training package derived from your strategy
- The training focuses on developing competencies in the selected area and applying them in practice.

### 4 SELECTION OF CHANGE AGENTS

- We select the best individuals to promote the adoption of new practices and serve as role models for others.

### 5 MONITORING & EVALUATION

- We track progress after 4-6 months
- We identify high performers and make recommendations for development actions for others.

## Develop your organization

Let us help you and your team reach new heights in sales, leadership, or customer service. We also offer individual coaching. Get in touch, and let's arrange a tailored training program for your company.