

AGILE SALES

BY



361° minds

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Unforeseen Times Call For Unforeseen Sales Strategy

~361 DEGREE MINDS~

Presentation Outline

Context

Why Agile Sales?

What is Agile Sales?

Who it is meant for?

Agile Sales Outcomes

361 Edge

What next?

CONTEXT

SALES IN THE NEW NORMAL

With the onset of a **global pandemic**, almost every sector has seen a **slump in the sales**. The worldwide restrictions that were introduced to control the outbreak of COVID-19 has resulted in an economic slowdown.

According to the International Monetary Fund (IMF), the **global economy is expected to shrink by over 3 per cent in 2020** – the **steepest slowdown since the Great Depression** of the 1930s. Covid-19 is just one factor, today businesses are prone to many such unforeseen and unpredictable scenarios.

Unforeseen times like these call for unforeseen sales strategy, it calls for AGILE SALES.



Why AGILE SALES?



UNCLEAR SALES STRATEGY

With so many unforeseen factors playing together, it's become difficult for organizations to stick to a pre-devised strategy. However, going blinding into the market is no solution. This program helps the learners to devise a customised, contextualized and nimble sales strategy that will work for them.



DECREASED SALES

Economic slowdowns and declining markets can affect the sales figures drastically. The right strategies can help you overcome such obstacles.



LONG SALES CYCLES

Various parameters can interplay together to result in staggering sales deals resulting in loss of revenue. Its important to understand these parameters to be able to form a suitable strategy.



LACK OF TECHNOLOGY IMPLEMENTATION

Technology can be life saver in uncertain times like these. However, it's important to know which technology to implement where. A well crafted digital strategy is imperative to redefining the product offering and boost your sales figures.



DECLINING CONFIDENCE IN SALES TEAM

the attitude and confidence of the Sales team can make a whole lot of difference to the revenue figures of the firm. A well equipped team will innately display that confidence and go-getter attitude.



What is AGILE SALES?

A one of its kind sales program to help organizations recover from the market crisis. Agile sales explores a new dimension and perspective of sales and marketing strategy for business development in uncertain times.

SCOPE

- Understanding Agile Sales
- Tech Enabled Sales
- Empathetic Sales
- Branding as Force Multiplier
- Social Selling
- Neuromarketing
- Up-selling and Cross-selling
- Art of persuasion

PEDAGOGY

Curated to suit any industry, the live sessions allow the learners to freely interact with the instructor. The use of gamification and quizzes to make the learning more engaging and help the learners to grasp the concepts with ease.

DURATION

12 hours

Who it is meant for?

AGILE SALES PROGRAM HAS THREE CUSTOMIZABLE VERSIONS TO SUIT THE NEEDS OF SALES PROFESSIONALS AT VARIOUS LEVELS



Entry Level - Sales
Executive



Mid Level - Sales
Managers



Senior Level - Function
Heads

AGILE SALES OUTCOMES

FOR LEARNER



HIGHER TARGET ACHIEVEMENT

Equip your sales team with the needed tools and techniques to help achieve higher targets than ever



GENERATING SNIFFED SALES

Develop the right skills to attract customers and leads to promote sales



REDUCED SALES CONVERSION CYCLE

Accelerate the end-to-end sales process



HARD SKILLS DEVELOPMENT

Master the technical know-hows to grow your career in sales

AGILE SALES OUTCOMES

FOR HR/L&D/BUSINESS HEAD



MOTIVATE SALES TEAM

Provide the confidence and motivation required by the team to meet their sales targets



NURTURE TALENT FOR THE NEW NORMAL

Revamp your processes and image to blend in with the changes



REDUCE ATTRITION

Overcome revenue loss and motivate the workforce. Help your organization grow in number.



ENHANCE PRODUCTIVITY

Equipped with better tools, techniques and more confidence, the employees are sure to be more productive.

AGILE SALES OUTCOMES FOR ORGANIZATIONS



SALES AUTOMATION

Streamline the sales process to focus on the proactive tasks by automating the mundane tasks.



BOOST IN REVENUE

Increase your sales by modifying your strategies.



TECHNICAL ADVANCEMENT

Stay up-to-date with the latest technology and make profits by adopting novel solutions



BETTER BRAND EQUITY

Redefine your image and expand your offering to suit the market demand.

361 Edge

UNMATCHED PEDAGOGICAL EXPERTISE

Futuristic teaching methods that incorporate gamification, relevant case studies, live sessions and quizzes gives the learners the best experience needed to reach a superior level of understanding

20+ YEARS OF EXPERIENCE

Over 100000 learners have benefited from this platform. With a core competence in content and more than a decade long experience in offering end-to-end learning solutions, 361 provides a platform that helps develop the right skills needed to grow.

CUTTING EDGE TECH EXPERTISE

Innovative technology and interactive sessions provides the perfect learning ecosystem that can be customized to meet the requirements of the users.

CONTINUED SUPPORT

Regular monitoring of the learner's performance and constant feedback gives a holistic development. Post completion of the program, an e-monitoring service reviews the implementation of the knowledge.

WHAT NEXT?



UNLOCK THE POWER OF AGILE SALES TODAY!

Build the endurance to combat the turbulent market by acquiring cutting edge skills. Convert those sales deals to meet your targets. Learn to effectively use the resources available and get a head start to adjust to a post COVID market.

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Meet the Team

GET TO KNOW US

Find [Sai](#) on LinkedIn

Find [Rujuta](#) on LinkedIn

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