

★ Elevate your sales game: expert training for modern sales professionals.

In today's fast-paced market, continuous learning isn't just an advantage; it's a necessity. Our re-launched modules are designed to equip you with the essential skills and cutting-edge strategies needed to succeed - and they now come with 12 months LMS access! Whether you're an individual contributor looking to boost your numbers or a manager aiming to build a high-performing team, we have a program for you.

★ Our core programmes:

★ Sales essentials

Master the fundamentals of professional selling with a program built to equip you with the commercial awareness and tactical skills needed for long-term sales success. By focusing on a consultative approach, this course helps you build psychological resilience while gaining hands-on mastery over the entire sales cycle.

★ Proactive prospecting

This practical workshop equips sales professionals with the mindset, structure, and techniques needed to create consistent, high-quality opportunities and maintain a healthy pipeline. Learn where to focus, how to research trigger events, and how to structure outreach activities across multiple channels.

★ Consultative selling skills

Move beyond transactional conversations and develop the skills required to lead valuable, customer-focused discussions that build trust. Discover how to prepare effectively for high-value interactions, use advanced questioning techniques to uncover deep needs, and gain firm commitment naturally.

Account development

This strategic workshop helps account managers move away from reactive account servicing toward a proactive approach that creates sustainable revenue growth. Learn to prioritise accounts using rigorous matrices, map complex stakeholder groups, and build long-term value plans to protect your time..

Value led negotiations

This course provides a comprehensive, structured guide to negotiation that helps sales professionals move away from defensive discounting and protect business margins. Master the art of advanced discovery, map out clear financial boundaries, and strategically trade low-cost variables to secure true win-win outcomes.

High impact presenting

Craft persuasive presentations that engage audiences, build credibility, and deliver messages that inspire action. Learn to unlock the 3 V's of communication —Visual, Vocal, and Verbal— while mastering repeatable structural frameworks designed to turn complex information into a compelling narrative.

Leading with insights

Help experienced sales professionals identify market trends, create meaningful insights, and challenge customer thinking in ways that create credibility. Learn to leverage macro frameworks like STEP analysis to disrupt customer complacency and guide buyers toward entirely new possibilities.

Social selling

Leverage modern digital platforms to build credibility, create visibility, and generate high-quality commercial conversations. Learn to transform your profile into a client-centric landing page, execute hyper-personalised outreach, and deploy a content matrix that turns engagement into inbound sales.

Sales leadership & management essentials

This intensive program equips managers with the skills and tools required to lead individuals and teams with greater confidence and commercial impact. Master behavioral flexing, deliver constructive feedback using structural frameworks, and co-create a Team Charter to promote ownership and accountability.

**Contact our team today to
elevate your sales game:**

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