



Sales Coaching

In order to ensure optimum sales results, processes and skills must be consistently reinforced, coached and supported. To meet this need, Janek offers the services of sales coaches, either as an augmentation of our sales training engagements, or as a standalone service. Typically, we begin by coming to an agreement on desired outcomes, and then customize a sales coaching program to improve sales effectiveness.

At Janek we offer a full suite of sales coaching services at all levels of your organization including:

Sales Rep & Deal Coaching: In this approach, our seasoned sales coaches work directly with your sales reps, either individually or as a group. Options include coaching on live deals and presentations, reviewing recordings or observing live sales interactions, 'secret shopper' activities to identify where coaching opportunities exist, sales skill assessments, and more.

Sales Management Coaching: We can also help create a "culture of coaching" by working at the sales management level of your organization. This focus will ensure your sales management team is ready to lead, and coach their sales teams to high performance.

Executive Coaching: A Janek sales coach can work with key executives within your organization to take sales performance to the next level. By engaging with a Janek sales coach executives have the opportunity to delve into deeper conversations about vision and strategy with a true partner who understands best-in class sales practices and development programs.

We specialize in clearing problems that hinder sales performance.

Since our inception, our products and services have continued to evolve with us. In contrast to many sales coaching services in the market, our approach is rooted in research and has been proven effective across virtually every industry. We strive to remain innovative and always one step ahead to drive sales performance.

About Janek

Maximizing your sales performance is Janek's top priority.

Our trainers combine personal success as sales professionals with proven effectiveness as sales trainers. Meeting you where you are, we take you to where you want to be – with all the tools and strategies you need to reach your true potential.

To learn more about Janek and our training options, visit us online at www.janek.com.

**Ready to
Get Started?**

We're ready to hear about your sales challenges and develop a sales coaching solution to ensure flawless execution of your strategy.



www.janek.com

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