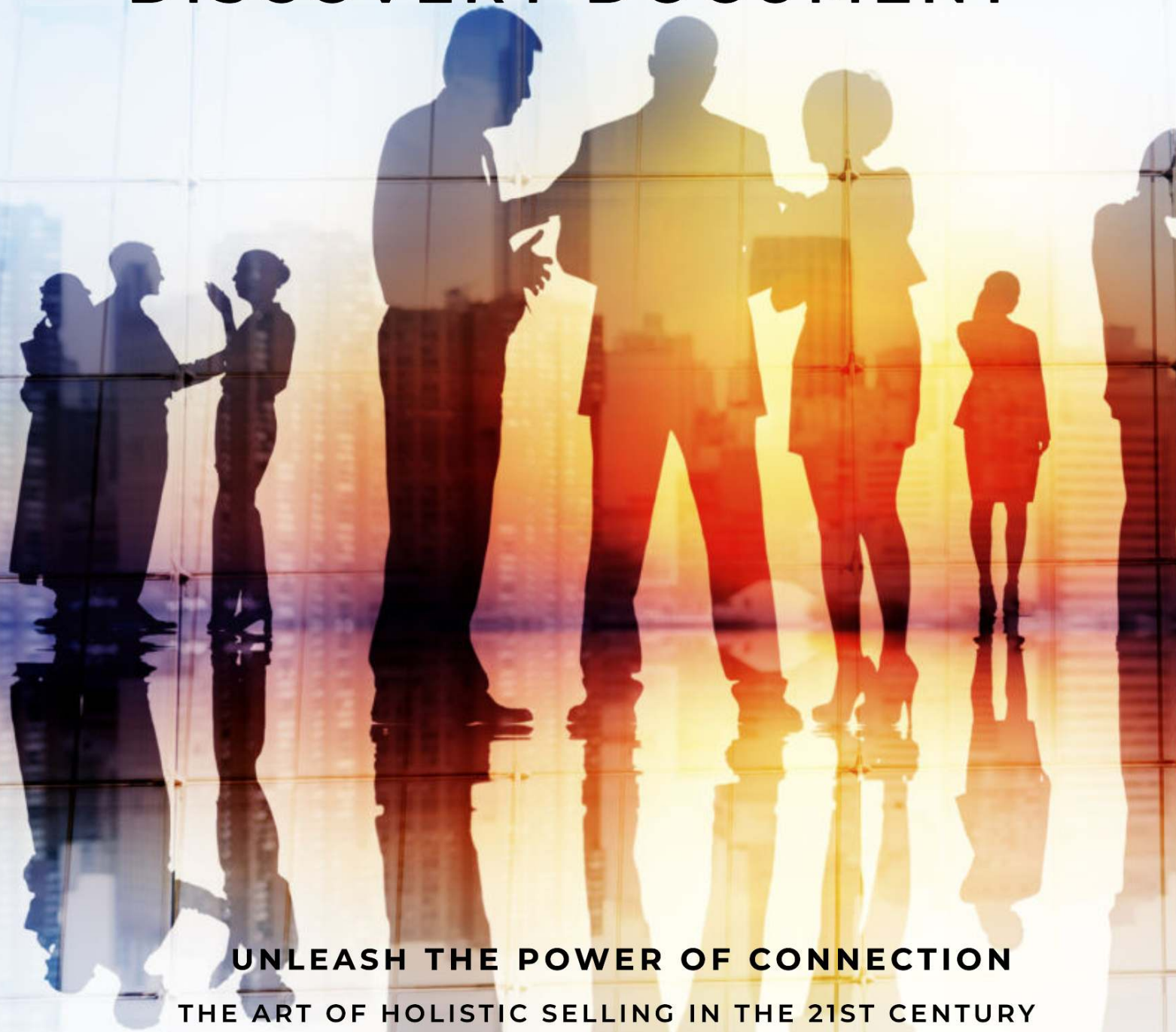


VICTORY MANAGEMENT

PRE-SALES TRAINING
DISCOVERY DOCUMENT



UNLEASH THE POWER OF CONNECTION
THE ART OF HOLISTIC SELLING IN THE 21ST CENTURY
BY LAWRENCE J & WENDY A BURKE

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Pre-Training Compass discovery document for:

Date :

Thank you for requesting this free pre-training compass discovery document.

You are probably already in sales or about to join a new company selling, the questions in the Discovery document are thought provokingly and relevant to all. So whether you are either embarking on a new career, or an established sales professional that just wants to brush up your skills and more importantly learn new ones and become more effective, then this discovery document will achieve some clarity and help you focus on the topics that might be lacking, or you and your company might need to focus more on, revisit or think about personally or discuss in more detail collectively as a business.

We sincerely hope that you decide to take our Sales / Account management training course which we think will be a thought-provoking motivational & career change experience for you.

As you've been kind enough to request this discovery document, we want you to get the most of this discovering document questionnaire as we think this document could be extremely valuable and useful for you personally and for your business.

As you read through the 30 questions in this questionnaire it's important not to over think them, just read the questions and then answer them honestly, you will probably instinctively know the correct answer if you answer honestly. We have purposely left only a small gap for you to answer, don't overthink or over explain, keep your answer short and to the point it will help you focus on what can be done to overcome the obstacle or problem if one exists. This will also help you as you go through the training course if you decide to join us, we look forward to seeing you soon.

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“You can accelerate your development by giving yourself a fresh set of challenges, or the same set viewed from a different angle, every day. Explore a different path – if it’s a dead end, explore another.” Paul Foxtan

- What do you sell?
- How do you sell it?
- How well do you sell your service or product?
- Why do you win orders?
- Why do you lose orders?
- How long is your sales cycle?
- Is it a complex consultative or transactional sale?
- Do you sell to committees or individual buyers?
- What resources are required to support a sales person or account manager?



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- How do your customers buyers buy?
- How are leads generated?
- What percent of market share do you have?
- What are your business goals and objectives for the coming quarter, Year and three years on?
- How well are you / sales team performing? What percentage of sales Reps Account managers are at or above quota/target?



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- What processes and or tools do you currently have in place?
- What gaps exist in management skills and capabilities?
- What geographic territories do you cover?
- How is the company structured in sales and management?
- What compensation and incentive approach does your company employ?
- How well do the first line managers manage?
- Do they coach effectively from a process, structure, documentation?
- What learning mechanisms and tools are in place?
- How well are sales integrated with other functions within the company especially marketing and service?
- What is your attitude to change? How much time and resources do you have, and is there a budget available to invest?
- How diverse are individuals within the sales team with respect to experience, skill, effectiveness, business commercial awareness, age, learning preferences, etc.?
- What technology if any, is currently supporting the sales function?
- What are your sales channels?

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- Are you thinking about training strategically or tactically?
- Who is currently providing training if any?
- What do you think your biggest sales challenge is?

Questionnaire Completed by and on behave of:

Questionnaire Notes & Comments:



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I am sure you will find this document really useful and will help you to achieve the vision and clarity you need as you move forward with your training needs . When my partner and I created the Victory Management sales training concept back in 2008 we combined both of our many years of real life sales and customer care experience in order to produce a training programme that would help lead you to core values of, Give Service Value, Sell More and Live better lives. A simple premise we still live by today, we look forward to serving you again and providing you with great added value sales training.

Wendy Angela Co founder Victory Management.

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