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SALES ENABLEMENT

WHO WE ARE

At Learn with IntraEdge, we redefine what a learning agency looks like. We design and develop next-level learning experiences while tackling the challenges that companies often face when it comes to training.

We engage learners by infusing every course we create with innovative, memorable and immersive content and modalities. Throughout the learning design process, we map learning objectives to the competencies that will improve learners' knowledge and performance.

With our diverse portfolio of projects, clients and expertise, we are ready to collaborate to create effective training on any subject.

Check out some **samples of our work here!**

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DESCRIPTION OF TRAINING:

To increase the adoption of sales best practices, our team partnered with sales enablement and effectiveness industry experts, sales leaders and product managers to develop a training for new sales team members to become well-versed in techniques and strategies that increase their future success and company revenue.

By presenting the global sales perspective on purpose, benefits and priorities, as well as on industry best practices and processes, learners are equipped to confidently initiate and close a sale. With topics such as competitive positioning, product pitch and closing techniques, we have enabled sales teams using different training delivery modalities, in order to educate across a variety of areas:

- Enterprise platform and tools sales
- Product sales
- Media ad sales

Our team of experts deliver creative training programs that address key objectives in order to reach our client's goals. With each project, we aim to offer the best return on investment by increasing learner engagement through captivating content design, fun interactive experiences and unique brand essence.

LEARNING OUTCOMES:

- Enabled salesforce to increase their effectiveness by gaining a clear understanding of product value proposition, current market conditions and competitive landscape.
- Maximized learner motivation and adoption of sales techniques, leading to reduced sales cycle.
- Increased proficiency with product and industry-specific sales techniques, leading to shorter closing times and increased revenue.

DELIVERABLES:

Online learning (eLearn) course with interactive exercises, knowledge checks, and exams

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