



Culture of Excellence Speaking Series for Sales Teams

Is your sales team fully engaged and working collaboratively to achieve extraordinary results? In this powerful session, sales leaders and representatives alike will experience a transformational shift to a new mindset of excellence — a mindset necessary for achieving a new level of success.

To achieve a Culture of Excellence organization-wide, individual teams need to focus on achieving their specific goals of excellence. For sales teams, this means establishing a new mindset that will enable each member of your sales team to move from working individually as a good sales person to working collaboratively as part of a high achieving team of sales professionals. In this transformational keynote presentation, Eitan Sharir will inspire sales managers and their teams to experience a fundamental shift in perspective toward achieving new levels of results.

Presentation Overview:

Current Trends and Challenges in Corporate Culture for Sales Teams:

- What is a Culture of Excellence for Sales?
- How does a strong culture make sales teams more resilient?
- What is the link between corporate culture and productivity, revenue and sales results?

What is a Culture of Excellence?

- The key components of a Culture of Excellence for sales.
- Creating the right sales environment vs. changing employee behaviour.
- Teams, employees and leaders: How corporate culture impacts your sales team.

How can Sales Leaders and their Teams Build a Resilient Culture of Excellence?

- The five steps to achieving the right sales mindset.
- The three skills that are vital to the success of every sales person.
- The seven essential sales coaching questions required to sustain success over the long term.

What you will Take Away:

In addition to a dynamic and engaging presentation, sales teams will walk away with tangible insights and practical tools they can start using right away, including:

- Insights into how to change the sales focus from price to value.
- Techniques on how to become a business ally in your customers' minds.

Book your Keynote Session

Contact us at eitan@eitansharir.com or 604-926-6465 to book a dynamic session for your event.



“Simply put — enlightening and refreshing. Our session was custom tailored for our sales force.”
Orca Bay, Jordan Thorsteinson

Eitan Sharir's Presentations are:

- Customized to your conference, organization and audience type.
- Highly informative, pragmatic, and research based.
- Powerful, engaging and interactive.
- Inspiring and action-oriented.
- Tangible. Your audience will take away real tools they can implement the moment they return to work.



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