



**ISMM Endorsed and Accredited Sales
Qualifications exclusively through the Cloud!**



***24/7 online availability
No downtime from Selling
Eliminate travel & accommodation costs
Modular approach fits with your busy schedule
Fraction of the price of classroom training
Designed for today's fast-moving virtual world***

Accredited



Endorsed



Professional Endorsement

“SalesTrainingOnline.com is an ideal resource in today’s busy world because people can fit training into their busy schedules. Bite-sized online training has the advantage that people learn at their own pace, as well as registering their training with us.

Assessing candidates verifies knowledge has been gained and retained. Candidates are provided ISMM Accredited or Endorsed Certificates upon completing qualifications.

ISMM has verified that SalesTrainingOnline.com materials are built to UK government standards. The online approach also fits extremely well with our Continuous Professional Development philosophy and requirements.”

Denise Edens, Director of Education, ISMM



The Endorsed Sales Training library contains these course titles, each lasting around 30 minutes. Course assessments are also available to ensure knowledge is retained.

Technical Skills

Importance of Commercial Awareness
Targeting Buyers & Building a Pipeline
Effective Questioning Techniques
Selling Solutions to Customers
Using the Sales Cycle

Features, Advantages & Benefits
Closing Sales in your Timeframe
Discovering Customer Needs
Sales Account Planning
Matching the Buying Cycle

Managerial Skills

Using Value Propositions
Marketing Products & Services
Delivering Effective Presentations
Building Business Relationships
Understanding Business Strategies

Behavioural Skills

Planning & Time Management
Influencing Skills
Negotiating Skills
Listening Skills
Motivational Skills
Using Body Language

Unparalleled Benefits

- √ ISMM Accredited and Endorsed Sales training delivered across the internet, wherever and whenever you need it, to help make you more successful in any sales situation.
- √ Candidates can take the **ISMM** endorsed *Certification in Sales and Marketing* or the **ISMM Level 3 Certificate in Sales and Marketing** as part of our programmes.
- √ Candidates no longer need to leave their place of work for classroom-based training, avoiding travel, accommodation, lecturer, venue and material costs. None of these items provide any on-going value and you pay for what you retain.
- √ Our approach to training and government backed sales training with built-in assessments is a *step change* to exploits the latest learning technology.
- √ We support reduction of your carbon footprint with the planet's greenest training.
- √ Candidates and their line managers are provided a detailed and on-going record of the sales training progress, through emails sent in real time.
- √ Personalised areas of the website reflect your company's branding and reinforce your investment in the development of your employees' sales skills.

"Just completed my course and pleasantly surprised. I was sceptical about being put on the course; however I found every module relevant and extremely interesting. I would recommend this to anyone in a Sales career. Thank you for taking the time to develop these courses, I'm sure they are helping many people like me!" **Gideon Foster, Account Manager, Topland Communications**

"I enjoyed the course and found the content and structure very interesting. The easy to study online package means that I was able to fit my study in around a very busy lifestyle and work commitments." **Matt Sinden, Account Manager, FSS Security Limited**

"Very well organized and informative program, I have noted much of the advice, methodologies and techniques for my daily usages. It is very valuable training which I recommend to every sales single professional aiming to master selling." **Khaled Massoud, Area Sales Manager, SOCOMEC, Dubai**

"I found the courses to be inspirational and experienced many light bulb moments. I'm absolutely elated that I've passed all the tests and received my certification!" **Angela Lewis, Account Mgr., MWS**

"I found the courses informative and inspiring. Having a non-sales background I thought the materials were excellent and gave me the confidence and guidance to win more sales. The quality is excellent and gaining a qualification is a bonus, many thanks!" **David M Betts, Chartered IT Professional**

"This course is absolutely extraordinary. It is informative and the structure of each course is excellent with helpful hints and illustrative examples. Anyone who wants to be successful in sales will find the necessary skills here. I highly recommend this as it provides an exceptional knowledge as well as obtaining a Certification in Sales and Marketing." **Jaroslav Sevcik, Sports Supplements Sales Advisor**

"Useful, interesting and very relevant. Great course that has equipped me with the knowledge, know how and most importantly the qualification that will show potential employers how serious I am about my pending career change. Thanks." **Deborah Goldsworthy, Sales Jobseeker**

"I found the online course had great content which is very beneficial to me in my business. The support provided by SalesTrainingOnline was exceptional." **Brenda Marr, Hypnotherapist and Senior Nurse**

"I found this course most informative, invaluable and inspiring. I am certain what I have learnt, and the qualification will help me realise my aspirations." **Nicola Stewart, Architect, RIBA RIAS APMP**

**To see how we will help you succeed
further in Sales, take the Tour at
SalesTrainingOnline.com or call 01494 774440**

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"increasing your sales revenues"