Denave

B2B SALES TRAINING

TRENDS TO WATCH OUT FOR!

DID YOU KNOW?

80% [1]
of high-performing sales teams consider their training process as "very good" or "outstanding".
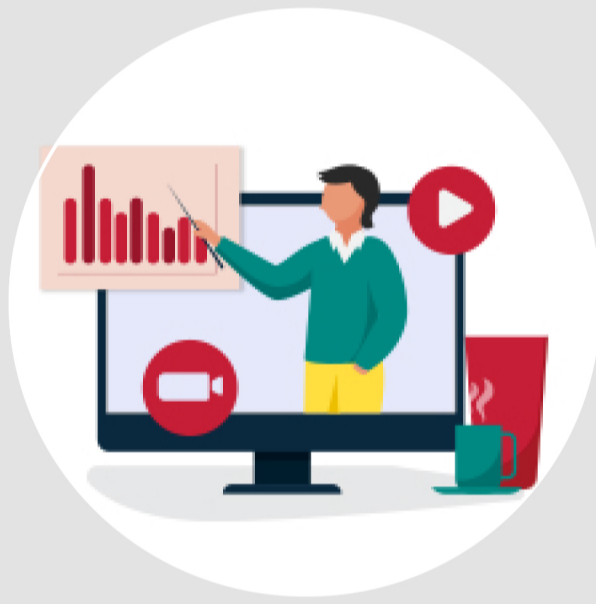
Salespeople who complete excellent training programs deliver
10% [2]
higher win rates.

Clearly, sustained training efforts is a must for success.

CATCH UPON THESE 4 TRAINING ESSENTIALS

Remote Training

86% [1] of sales reps say that remote training allows them to hit maximum productivity.

Anytime anywhere training must serve as a boost up.

On-the-job Training

70% [2] of the sales reps indicates that on the job training opportunities influence their decision to stay at their job.
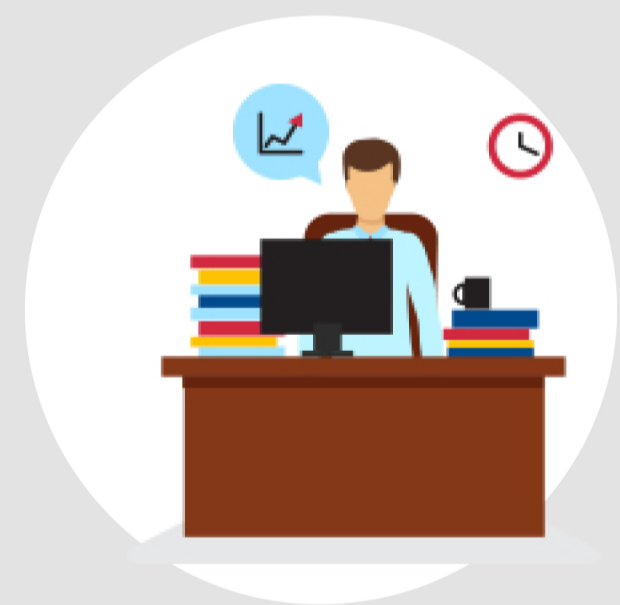
A friendly check right at the required moment influence success rate of sales reps

Classroom Training

Companies that reinforce classroom training see up to **4X** [3] increase in their overall ROI.

Methodical approach with live collaboration and exchanges with peers is definitive.

Self-Running Module

Companies that develop dynamic self-running programs achieve up to **28% higher win rates** [4]

Helps in learning the skills in order to improve performance.

Trends can be tricky, however, by embracing certain positive changes, you'll see an improvement in retention, sales effectiveness, sales closure ratio and millennial engagement.

Sources

1. https://www.saleshacker.com/remote-sales-rep-productivity

2. https://www.shiftelearning.com/blog/statistics-value-of-employee-training-and-development

3. https://www.brainshark.com/ideas-blog/2017/august/sales-statistics-coaching-for-sales-leaders

4. https://www.brainshark.com/ideas-blog/2017/august/5-sales-coaching-stats-that-are-hard-to-ignore