



# WHAT WOULD BE THE IMPACT IF EVERYONE ON YOUR TEAM HAD THE RIGHT TALENT TO WIN IN TODAY'S MARKETPLACE?

In order to consistently compete and win in today's world of rapidly changing buyer preferences, evolving competition, decreasing customer loyalty and disruptive technology, sales organizations must continually develop their talent. SOAR Performance Group's Sales Talent Development Practice enables sales organizations to:



We have helped some of the world's leading organizations develop skills such as:

- Sales Management & Coaching
- Executive Engagement Skills
- Value Messaging
- Discovery
- Negotiation Skills
- Inside Sales Skills
- Prospecting
- Territory Management

Programs developed by SOAR have been recognized for excellence and business impact by organizations such as the American Society of Training and Development, Brandon Hall and The Strategic Account Management Association.



**Who is SOAR Performance Group?**

SOAR is a customer focused sales consultancy headquartered in Atlanta, GA that applies an analytic and fact based approach to sales performance improvement. Our customer success is achieved on a global basis through a custom process of insights, consulting and training centered around a comprehensive understanding and connection to each client's business. We call this unique approach Sales Capital Management.

*Value Delivered For:*

**What is Sales Capital Management?**

A method that aligns your sales team, sales talent and customer engagement approach to drive profitable growth within your target customers.

**Client Successes:**

- \* 50% growth in pipeline for target solutions
- \* \$200K incremental opportunity per rep
- \* Reduced onboarding time from 18 to 6 months

**CONTACT US**

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