

## **Remorphing brings Winning Salespersons and SPANCOers**

Remorphing is an organization that remorphs your organization, towards enabling and snug alignment of Vision and Capabilities. It is a syndication of the 100+ of the best of global industry experts and ivy-league academia. And it brings to you a Business Results Acing up Program:

## **Winning Salespersons and SPANCOers**

### **Why This Program**

Business heads these days talk of Reapers, Farmers, and Hunters. The **Reapers** can grab LowHung Fruits, wherein the Crop-Trees have been brought up by someone else. The **Farmers** understand yield and crops end to end, and have the long term grasp so essential for agriculture (read business). The **Hunters** are the aggressive guys, who can identify quarries/ preys and "Plan the Hunt". All businesses, esp. in wake of recession, need Farmers and Hunters; reapers are not adequate for the challenge most organizations are facing.

But Farmers and Hunters have a PROCESS of doing everything; due diligence is what separates them from the Reapers. Sales happen not incidentally, or with impulsive pitches; sales happen as a culmination of carefully thought out processes, where the processes have been executed meticulously. Welcome to the world of SPANCO employed successfully by companies like Xerox.

**Winning Salespersons** smartens your salesforce across hierarchies; and aligns the entire organization onto well-calibrated and analytic SPANCO process. Get trained, and enjoy the spoils of business. The feedback we have from numerous amazed Sales Heads gives us the confidence of claiming, ours is the Best Salesforce Training Program.

### **Winning Salespersons and SPANCOers | A Snapshot**

*Talent – Temperament – Technique*

- Sharpens the talent for sales, fine-tunes the temperament and refines the techniques toolkit
- Enthuse your salesforce with the winner's attitude: we interactively discuss the Best Practices at Fortune 500 companies across sectors and cultures
- Make your salespeople lively conversationalists: we share industry trends, juicy tid-bits, and anecdotes that help push the sales agenda
- Keener understanding of: brands, marketing, buyer behavior, sales frameworks-models, so that sales becomes more effective and the sales effort aligns beautifully with Marketing Communications
- Hands-on exposure to the SPANCO process: a stage by stage handholding over Suspecting-Prospecting-Approaching-Negotiating-Closing Deals-Order picking

- Get to Map entire Salesforce across regions on what expectations to have from S stage, from P stage, A stage, N stage, C stage and O stage, and thus forecast
- Specially strengthen salesforce in Negotiations through active application of BATNA, ZOPA, and Reservation price; building character of saying “No”
- Grooming for: number-crunching, creative selling, personal productivity, better self-assessment and career happiness
- Cross-sectoral learning: sharing notes with other leading organizations

### **Mechanics of the Program**

- ◆ The learning material is in shape of a CD and carries eclectically taken Reading Material, visual and multimedia content.
- ◆ The focus is ACTIONABILITY, so short and relevant exercises make the learning retainable
- ◆ Games designed around specific learning objectives bring in the much-needed fun and chill factor
- ◆ The Before the Program, After the Program evaluations show marked difference in mindset and knowledge bytes
- ◆ The evaluation usually carried 2 months after the Program proves how useful the Program was, and indicates what further learning interventions are suggested

### **Profile of Training Anchor**

Sandeep Nagpal is the CEO at LaddersHR, a leading HR consulting firm. LaddersHR is known for its unalloyed enthusiasm for people recruitment solutions. This energy is manifested in everything it does: be it mapping industry trends, be it sensing what the corporate clients want, and be it combing the proverbial haystack looking for the best fit candidates. And this involvement is backed with multiple sectors deep domain exposure, due diligence crafted & run processes, and a heady mix of smart urgency & inspiring standards. He carries rich media industry exposure and an experience base of 10 years – all in Sales with the best companies. His organization is well versed in servicing all spaces: Consumer-Energy-ICE-Infrastructure-Lifecare-Technology. He brings a lovely mix of fun and analytic sharpness to Remorphing’s initiatives. He can be reached at [sandeep.nagpal@remorphing.com](mailto:sandeep.nagpal@remorphing.com).

### **Format of the Program**

Depending on need and depth covered, the Program is spread over either of these formats:

- an elaborate One Day [8 hours] plan; OR
- a comprehensive 3 hour plan; OR
- a powertalk of 45-90 minutes which can be standalone or bundled with any other schedule at the corporate