

Online Training : Develop better coaches to develop better sales teams.

DESKRIPSI :

Program *Coach the Coach* memberi para pemimpin penjualan keterampilan dan kerangka kerja yang mereka butuhkan untuk melatih tim penjualan agar berhasil, membantu mereka mengembangkan hubungan pelanggan yang saling menguntungkan dan tahan lama.

Sales Leaders sebagai pelatih belajar bagaimana menggunakan teknik mendengarkan & bertanya secara kolaboratif untuk mengembangkan percakapan pelatihan dengan benar, dan mengembangkan budaya yang mendukung tim penjualan berkinerja tinggi berdasarkan pada 2 proses: *Sales Process* dan *People Process*

Trainer: Widijatmoko

WAKTU PELAKSANAAN

30 November 2026

09:00 - 15:00 WIB

TEMPAT PELATIHAN

By Zoom

Harga

Group Price: Rp 2.150.000
Full Fare: Rp 2.750.000

**) Harga di atas tidak dikenakan PPN 11%, sudah termasuk E-Certificate dan Modul.*

Outline :

Coach the Coach Program berfokus pada membangun pemahaman komprehensif tentang apa yang diperlukan untuk menjadi *Sales Coach* yang sukses, termasuk:

Sales Coaching Mindset :

- Why sales coaching is important
- What issues require sales coaching
- How sales managers should conduct sales coaching conversations
- When sales coaching should happen

Sales Coaching Skillset :

- Sales Target & Sales Result
- Sales Activity
- Sales Competencies

Sales Coaching Toolset :

- 12 Sales Coaching Behaviors
- Sales Prospecting & Existing Calculator

FACILITATOR :

Widijatmoko

Core Competencies :

- Deep expertise and experience in sales and marketing for medical products
- Excellent interpersonal communication skill
- Deep knowledge and excellent trainer for Training & Development
- National Training Manager, PT. Fonterra Brand Indonesia (2011, March – 2014, April)
- National Sales Training Manager, PT. Abbott Nutrition International Indonesia (2010, February – 2011, March).
- National Sales Training Manager, PT Unilever Foodsolutions (2008, October – 2010, January)
- Training Manager, PT. Dua Berlian (National Dist. for SC JOHNSON), 2007, September – 2008, October.
- Training Manager, PT. Actavis Indonesia (2006, October – 2007, September).
- Training Manager, PT. Sanofi-Aventis Group (2005 – 2006).
- Product Specialist, PT. Aventis Pharma (2001 – 2005)
- Hospital Medical Representative, PT Rhone Poulenc Rorer, (1997 – 2001)
- Medical Representative PT Pradja Pharin (1996 – 1997)
- Entertainment Manager PT Oasik Produktama, (1995 – 1996).

Instruktur Pelatihan

Widijatmoko

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CONTACT US

Operational Office

ILP CENTER 2nd Floor R19, Jl. Raya Pasar Minggu 39A, Jakarta Selatan

Phone

+62 813-8834-2078

Email

regtraining@valueconsulttraining.com

Website

www.valueconsulttraining.com