


# 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**

24 September 2027

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