



Association of  
Career **Professionals**  
INTERNATIONAL

*The World's Voice on Career Issues*

## ***The Sales Manager Program*** **Develop Your Organizational Sales Strategy**

**International Tele-class Series 2006 – 2007 : Starting October 5, 2006**

**3 Levels of Competency Development specific to organizational selling of services in career and talent development.**

In response to the **ACP International** members **Sales Training Survey Report** published earlier in 2006, we are introducing this Fall - **a unique and practical learning program dedicated to organizational selling** – as 45% of our members do.

Each program level is a set of 4 customized , one hour tele-classes with a group of only 5 participants. You select the level that fits for you and you can choose to do one or all 3, depending on how intent you are at seeing yourself get better results sooner.

This is not only about being coached, it's also about goal setting in a virtual sales team with “peer to peer” learning and development. You could even gain a new network for sales referrals!

Over a 4 month period you will work directly with Canadian sales professional, **Louisa Jewell** – the **ACP International Sales Manager** to **set goals, measure them and develop a strategy** that works for you. For more details [Click here](#) for the description of the Sales Manager process, calendar and price list for the program.

### ***The Sales Manager Program***

#### **Level 1 – Eager Learner**

For the professional, **new to the sales process** as an independent business or as a consultant in a firm with a new mandate for business development and wants to achieve results to build confidence.

#### **Level 2 – Tested Professional**

For the professional who has progressed in their selling skills but wants to **move to a greater level of success**, looking for problem solving advice.

#### **Level 3 – Advanced Master**

For the professional who is achieving sales results but is looking for advanced help to **develop solutions for a sales strategy at a deeper level.**