

Contact us now to discuss how this could work for you  
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## Sales Effectiveness Group

Led by Jeff Downs, a by invitation only group of Business Owners, CEOs and MDs who want to grow sustainable businesses with a focus on sales effectiveness

The annual programme is structured to provide an array of inputs to help drive sales effectiveness



Jeff Downs



The Quantum Sales Effectiveness Group is a local resource you can access to provide personal development and to help you understand and drive sales. This is combined with collective accountability to ensure that you and your sales team achieve targeted sales results. I run the group using my 30 years of sales coaching and advisory experience and have a 'passion for selling' running through my veins. I care about sales and I care about helping others to manage and lead their sales resources. My group provides a mixture of practical sales workshops, expert speakers, 121 coaching, team coaching and peer group advice to provide a potent mix of inputs that will enable your business to thrive.

## Typical Yearly Programme (Member-driven)

### Q1

<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>
1 Day Sales Development Workshop <ul style="list-style-type: none"> <li>• Sales planning and strategy</li> <li>• Introduction of Quantum' Sales Management Framework</li> </ul>	½ day meeting <ul style="list-style-type: none"> <li>• Expert speaker Leadership and Motivation</li> <li>• Action planning and group accountability session</li> </ul>	2 hour with Jeff Downs <ul style="list-style-type: none"> <li>• Drive implementation</li> <li>• Discuss issues and challenge</li> <li>• Action plan</li> <li>• Hold to account</li> </ul>

### Q2

<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>
1 Day Sales Development Workshop <ul style="list-style-type: none"> <li>• Introduction to Value Added Selling</li> <li>• How to define your sales propositions</li> </ul>	½ day meeting <ul style="list-style-type: none"> <li>• Expert speaker B2B marketing techniques</li> <li>• Action planning and group accountability session</li> </ul>	In-company 2 hour sales effectiveness session <ul style="list-style-type: none"> <li>• Review sales activity</li> <li>• Deal coaching</li> <li>• Sales skill development</li> </ul>

### Q3

<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>
1 Day Sales Development Workshop <ul style="list-style-type: none"> <li>• Sales leadership style</li> <li>• Coaching in the field</li> </ul>	½ day meeting <ul style="list-style-type: none"> <li>• Expert speaker Digital lead generation strategies</li> <li>• Action planning and group accountability session</li> </ul>	2 hour 121 with Jeff Downs <ul style="list-style-type: none"> <li>• Drive implementation</li> <li>• Discuss issues and challenge</li> <li>• Action plan</li> <li>• Hold to account</li> </ul>

### Q4

<u>Month 1</u>	<u>Month 2</u>	<u>Month 3</u>
1 Day Sales Development Workshop <ul style="list-style-type: none"> <li>• Key Account Management</li> <li>• Tools for implementation</li> </ul>	½ day meeting <ul style="list-style-type: none"> <li>• Expert speaker Sales Recruitment and Retention</li> <li>• Action planning and group accountability</li> </ul>	In-company 2 hour sales effectiveness session <ul style="list-style-type: none"> <li>• Review sales activity</li> <li>• Deal coaching</li> <li>• Sales skill development</li> </ul>



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