

Corporate Relationship Sales Training Course

Transform Transactional Interactions
Into Sustainable Business Growth
Through Expert-Led Capabilities



The Corporate Training Paradigm Shift



Fragmented Administration

Vendor reliability issues, logistical complications, and content update delays hindering large organization scaling.



Unified Managed Training

Centralized dashboard deployment with seamless integration to HRMS platforms and 10,000+ verified global instructors.



Experiential Learning

Transformative comprehension with high retention rates, interactive real-time clarification, and solutions customized to business goals.

Program Parameters And Delivery Infrastructure



**8 - 12
Hours**

Dedicated Group
Training
Duration



**Instructor-
Led**

Experiential
Expert
Facilitation



**Triple
Delivery**

Virtual, On-Site,
Or Off-Site
Modes



**10,000+
Trainers**

Verified Global
Network
Expertise



Certified

Official Course
Completion
Credentials

The Capability Activation Staircase



Phased Curriculum Deployment Structure

Foundation And Discovery

- ✓ Basics Of Relationship Sales
- ✓ Cultivating Partnership Mentality
- ✓ Identifying Unique Selling Points
- ✓ Probing Customer Needs

Establishing trust and aligning organizational value propositions with client challenges.

Execution And Negotiation

- ✓ Navigating Sales Process
- ✓ Crafting Persuasive Pitches
- ✓ Handling Objections Gracefully

Optimizing the sales cycle through empathetic communication and tailored solutions.

Conversion And Retention

- ✓ Mastering Closing Techniques
- ✓ Post-Sale Customer Service
- ✓ Expanding Client Relationships

Securing mutually beneficial agreements and engineering long-term loyalty.

Phase 1: Diagnostic Needs Probing



Phase 2: Engagement And Resolution

Path A



Path B



- 1. Sales Process Optimization:**
Navigating stages and defining key process milestones.
- 2. Solution Tailoring:**
Crafting persuasive sales pitches based on precise customer data.
- 3. Graceful Handling:**
Addressing and resolving customer concerns proactively and effectively.
- 4. Opportunity Conversion:**
Turning initial objections into strategic collaborative opportunities.

Phase 3: Long-Term Value Creation



Building Loyalty

Nurturing client relationships to expand repeat business and continuous improvement.



Securing Commitments

Applying closing techniques effectively and confidently to reach mutually beneficial agreements.



Driving Retention

Implementing robust strategies to maintain ongoing engagement and mitigate churn.



Ensuring Satisfaction

Delivering exceptional post-sale customer service to exceed expectations.

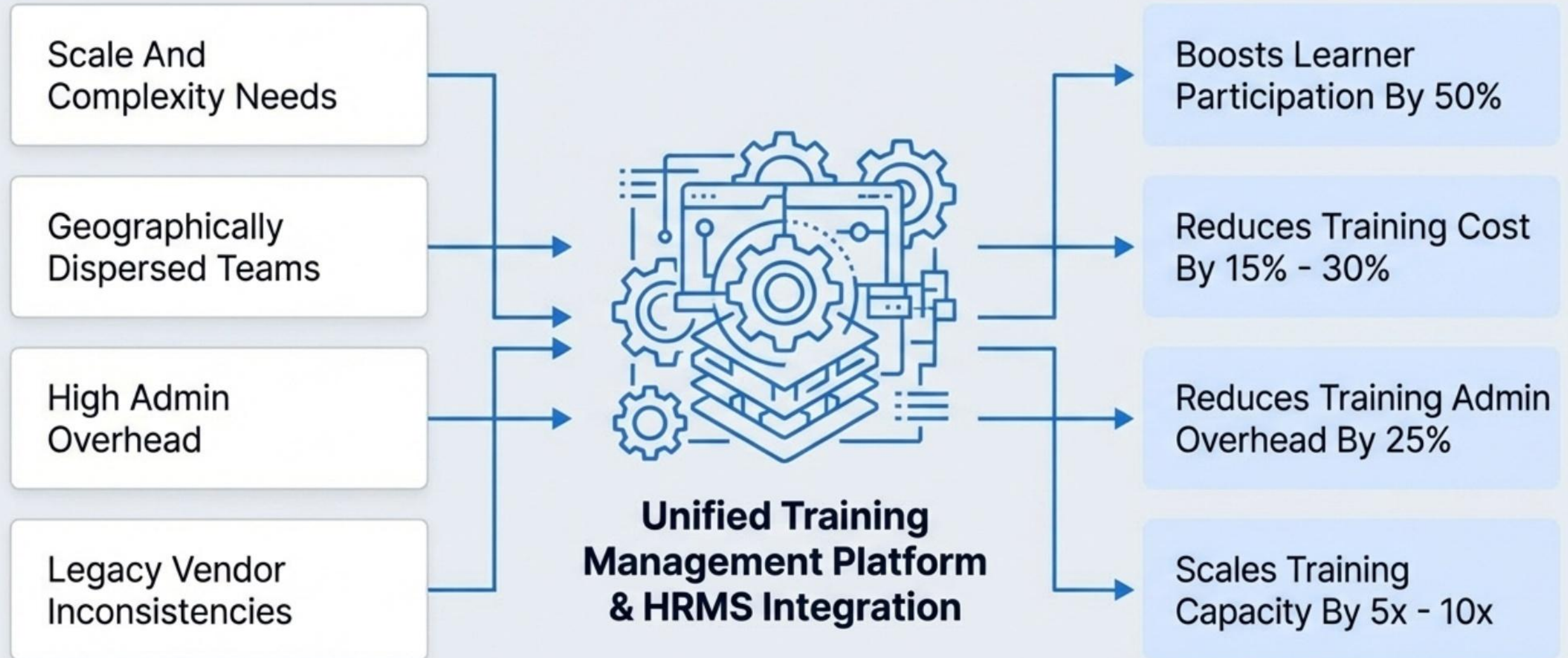


Sustainable Business Growth

Scalable Licensing And Deployment Architectures

Target Profile	Trainee Licenses	Training Duration
Small To Medium Businesses (SMBs)	Starter: 120 Licenses	64 Hours Group Training
Most Popular Growing SMBs	Growth: 320 Licenses	160 Hours Group Training
Large Corporations	Enterprise: 800 Licenses	400 Hours Group Training

The Edstellar Transformation Engine



Target Audience Alignment



Flexible Modalities For Global Engagement



Virtual Live Instructor-Led

- Enables large group scalability globally
- Ensures uniform learning outcomes
- Eliminates participant travel requirements



On-Site Face-To-Face

- Tailors learning to the specific workplace environment
- Improves team collaboration
- Enables direct interaction for rapid doubt clarification



Off-Site Face-To-Face

- Provides distraction-free focus
- Improves team bonding through dynamic activities
- Reflects organizational commitment to employee development

Proof of Impact

The Relationship Sales training provided me with comprehensive capabilities that elevated my expertise. As a Lead Digital Marketing Manager, I needed to understand strategic frameworks deeply, and this course delivered perfectly. I've been able to drive meaningful innovation and improvement within my department.

Tyson Hawkins

Lead Digital Marketing Manager
Sales Performance Company

Unrestricted Global Delivery Infrastructure

100+

Countries Covered

Seamless deployment across multiple geographies ensuring corporate compliance and consistency.

10+

Languages Supported

Multilingual capabilities natively catering to diverse and geographically distributed enterprise teams.



Initiate Your Workforce Transformation



Plan your next skill transformation initiative with tailored curriculum designs and measurable results aligned with your business goals.

contact@edstellar.com

Global Helpdesk: +1 682 297 4830