

Corporate Outbound Sales Training Course

Drive Team Excellence With Expert-Led Global Training



The Evolution Of Sales Capability

Reactive Sales Culture

- Waiting For Opportunities
- Non-Centralized Administration
- Inconsistent Training Quality



Strategic Outbound Activation

- Direct Customer Engagement
- Targeted Persona Profiling
- Omni-Channel Automation



Proactive Revenue Generation

- ✓ Predictable Sales Cycles
- ✓ Expanded Customer Base
- ✓ Mutually Beneficial Agreements

Enterprise Program Specifications



Duration

8 - 12 Hrs



Delivery Type

Instructor-Led
Group Training



Modalities

Virtual, On-Site,
Or Off-Site



Global Network

10,000+ Certified
Trainers



Validation

Certificate Of
Completion

The Capability Activation Curve



The Structured Learning Framework

System Foundations

Modules: Introduction To Outbound Sales, Build Efficient Outbound Sales System.

Establishing Direct Engagement And Defining Buyer Personas.



Execution Strategies

Modules: Outbound Tools And Software, Common Outbound Sales Techniques.

Leveraging CRM, Automation, And Cold Outreach Tactics.



Advanced Mastery

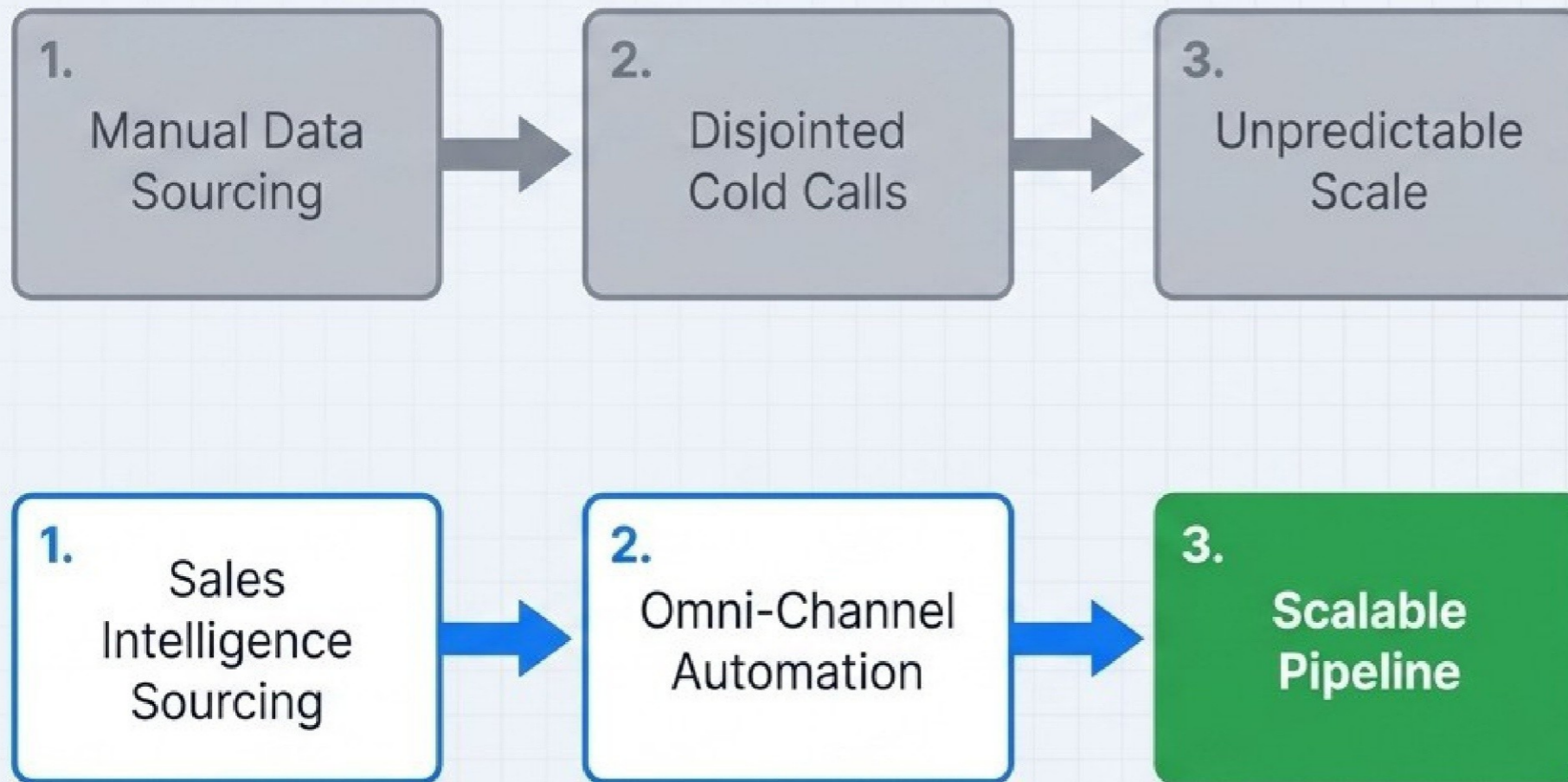
Modules: Advanced Selling Skills, Performance Improvement.

Handling Objections, Cross-Selling, And Executive Engagement.

Foundation And System Design



Strategic Outreach Execution



Essential Outbound Tools

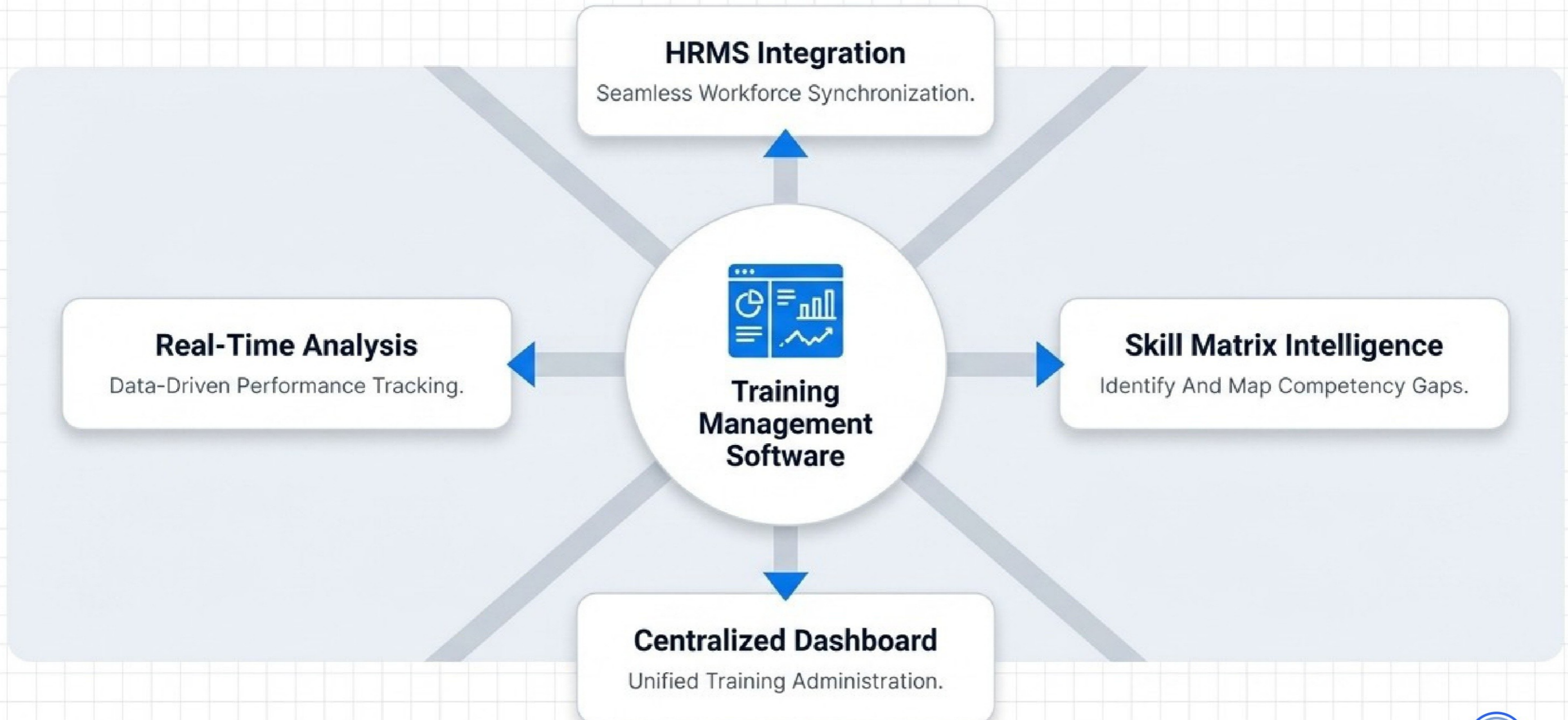
1. CRM Systems

2. Sales Intelligence Tools

3. Contact Information Verification

4. Social Selling Platforms

Enterprise Platform Integration



The Skills Gap Diagnostic

Challenge	Required Skill	Business Outcome
Diverse Customer Needs	Customer Profile Analysis	Tailored Sales Strategies
Inconsistent Sales Pipelines	Strategic Lead Generation	Sustained Revenue Growth
High Rejection Rates	Effective Negotiation Skills	Mutually Beneficial Agreements

The Value Realization Engine



Target Audience Alignment



Flexible Enterprise Delivery Modes



Virtual Live

- ✓ Accommodate Large Groups Globally
- ✓ Consistent Training Quality
- ✓ Learn In Your Own Space



On-Site Face To Face

- ✓ Higher Engagement Through Interaction
- ✓ Tailored Workplace Environment
- ✓ Hands-On Demonstrations



Off-Site Face To Face

- ✓ Distraction-Free Environment
- ✓ Dedicated Training Schedule
- ✓ Improved Team Bonding

Proof of Impact

The Outbound Sales training transformed our team's entire approach to revenue growth management and execution. As an Account Executive, the extensive coverage of objection handling, qualification frameworks, and calling scripts proved vital. Our team delivered record-breaking results in the subsequent quarter, validating this investment.

Ranganathan Ananthan

Account Executive

A Leading Sales Development Services Firm

Borderless Training Delivery



**Delivery Capability
Across 100+ Countries**



**Available In 10 Languages
Including English, Español,
Français, And Deutsch**

Initiate Your Training Transformation



Contact Our Enterprise Team

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