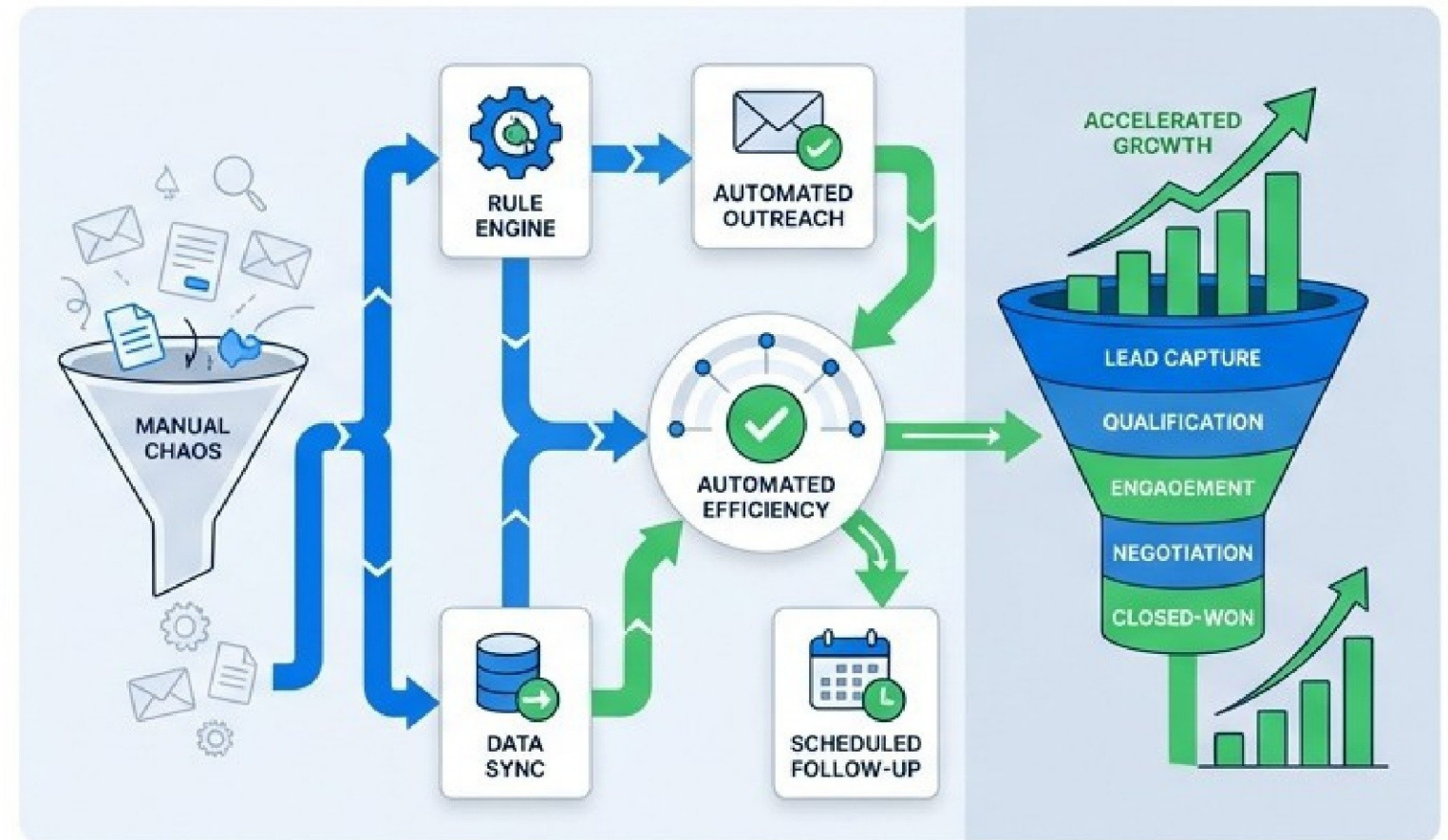


Sales Automation Corporate Training Course For Employees

Streamline sales workflows, eliminate manual bottlenecks, and accelerate conversions with rule-based automation logic.

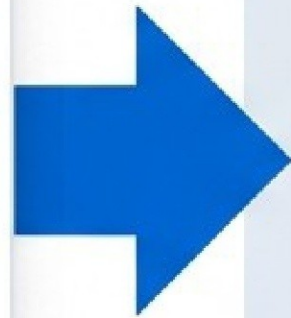


The Paradigm Shift In Digital Sales Transactions



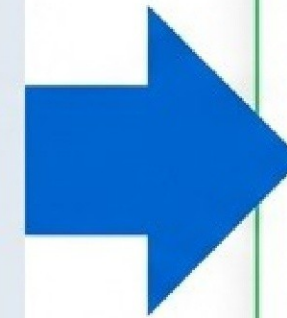
Manual Bottlenecks

Highly manual data entry, disconnected marketing and sales handoffs, and inconsistent follow-ups.



Rule-Based Automation Logic

Designing scalable strategies aligned with the customer journey using CRM and integration tech stacks.



Accelerated Conversions

Optimized workflows that reduce operational costs, maintain consistent engagement, and improve deal velocity.

Structural Overview And Training Modalities



**Course
Duration:
12 - 24 Hours**



**Instructor-
Led Group
Training**



**Virtual,
On-Site, Or
Off-Site**

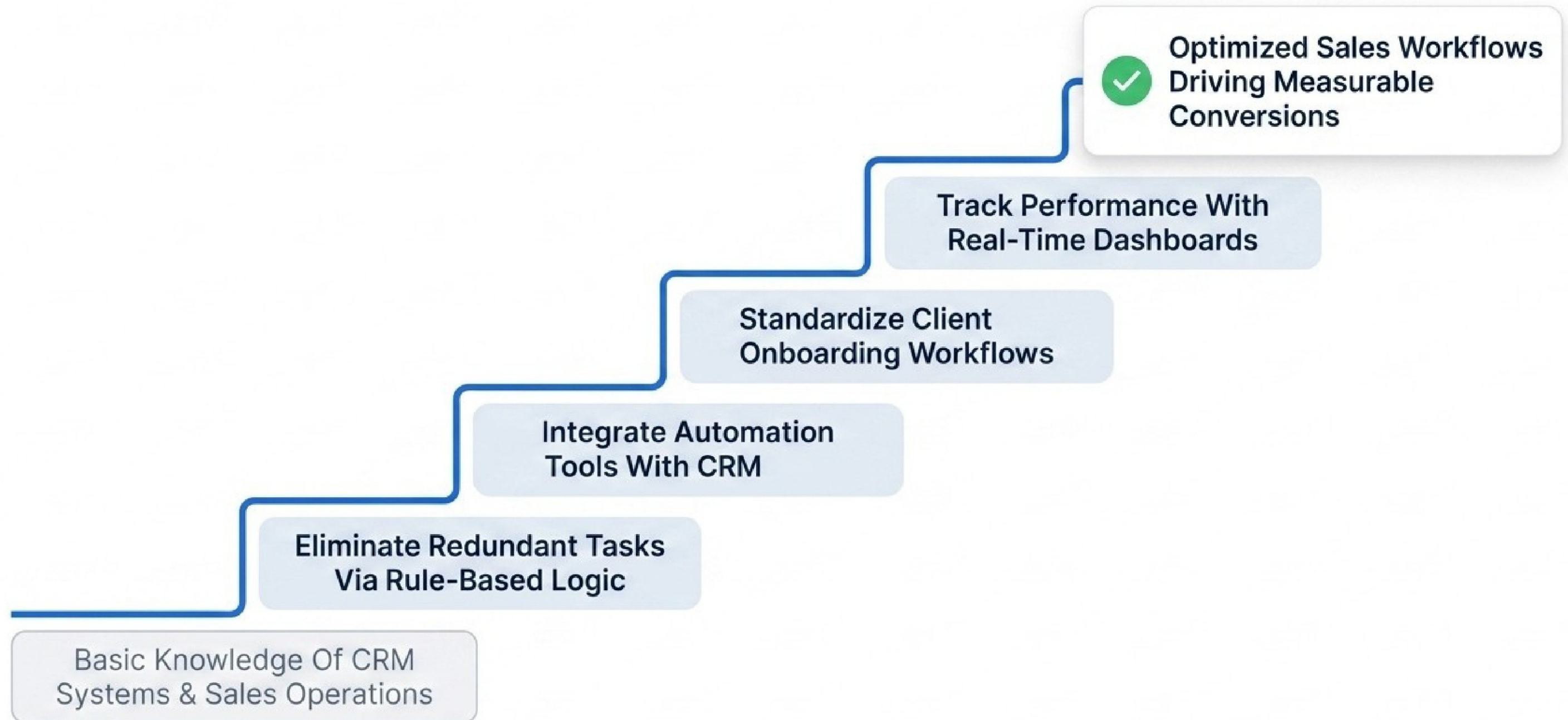


**10,000+
Trainers
Globally**



**Course
Completion
Certificate**

The Capability Activation Curve



Modular Framework For Sales Transformation

Phase 1: Foundation & Process Mapping

Covers Modules 1-2

Understanding the enterprise automation landscape and detecting manual bottlenecks in current lead-to-close workflows.



Phase 2: Workflow & System Implementation

Covers Modules 3-6

Evaluating tech stacks, integrating CRMs, and configuring automated lead capturing, nurturing, and proposal generation.



Phase 3: Analytics, Scaling & Optimization

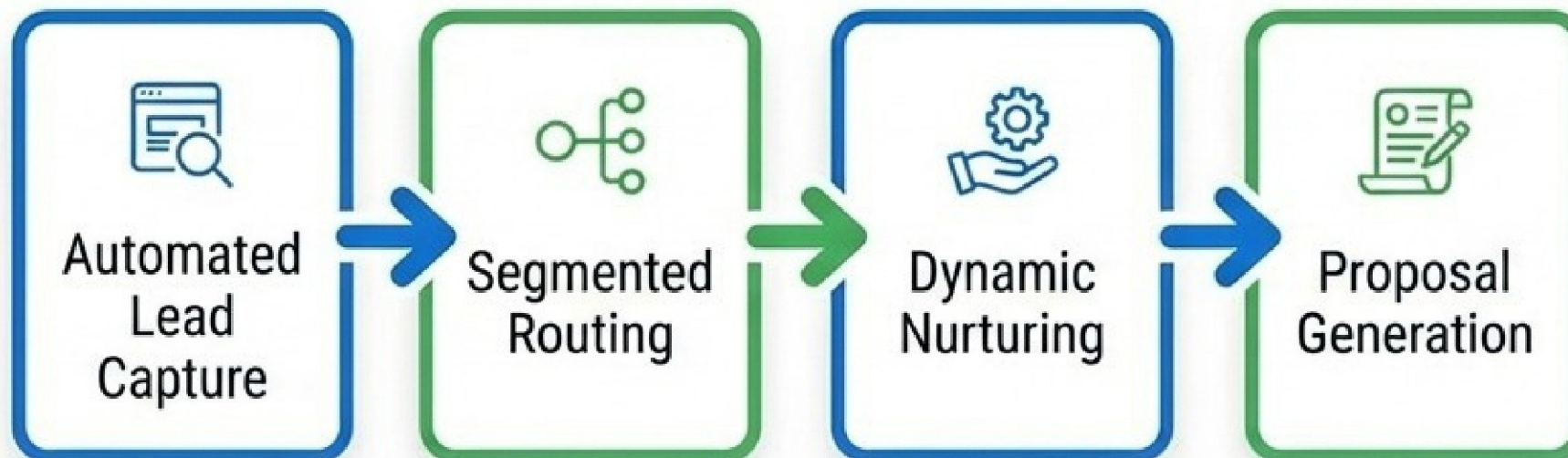
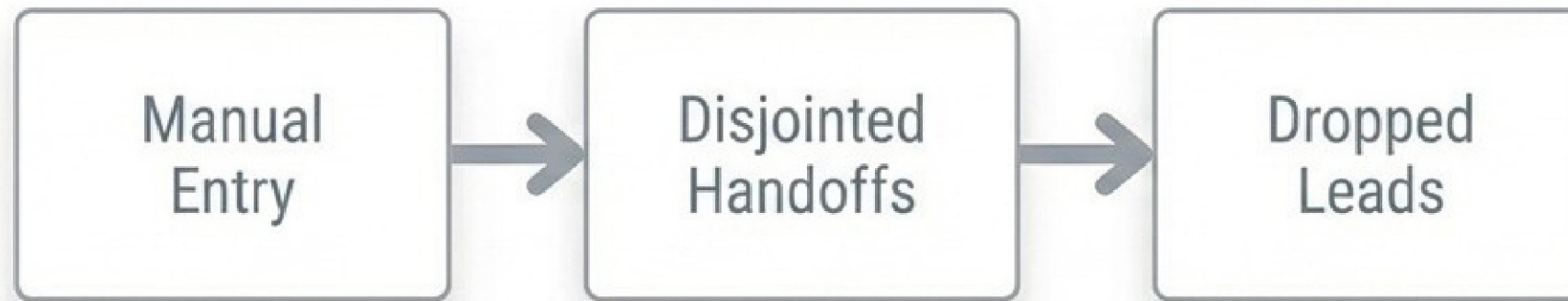
Covers Modules 7-8

Building custom dashboards for pipeline insights, performing A/B testing, and scaling automation across cross-functional teams.

Phase 1: Foundation And Process Mapping



Phase 2: Workflow And System Implementation



Enterprise Tech Stack Integration



Forms & Chatbots: Capturing and qualifying leads automatically.



Dynamic Auto-Responders: Triggering email campaigns based on user behavior.

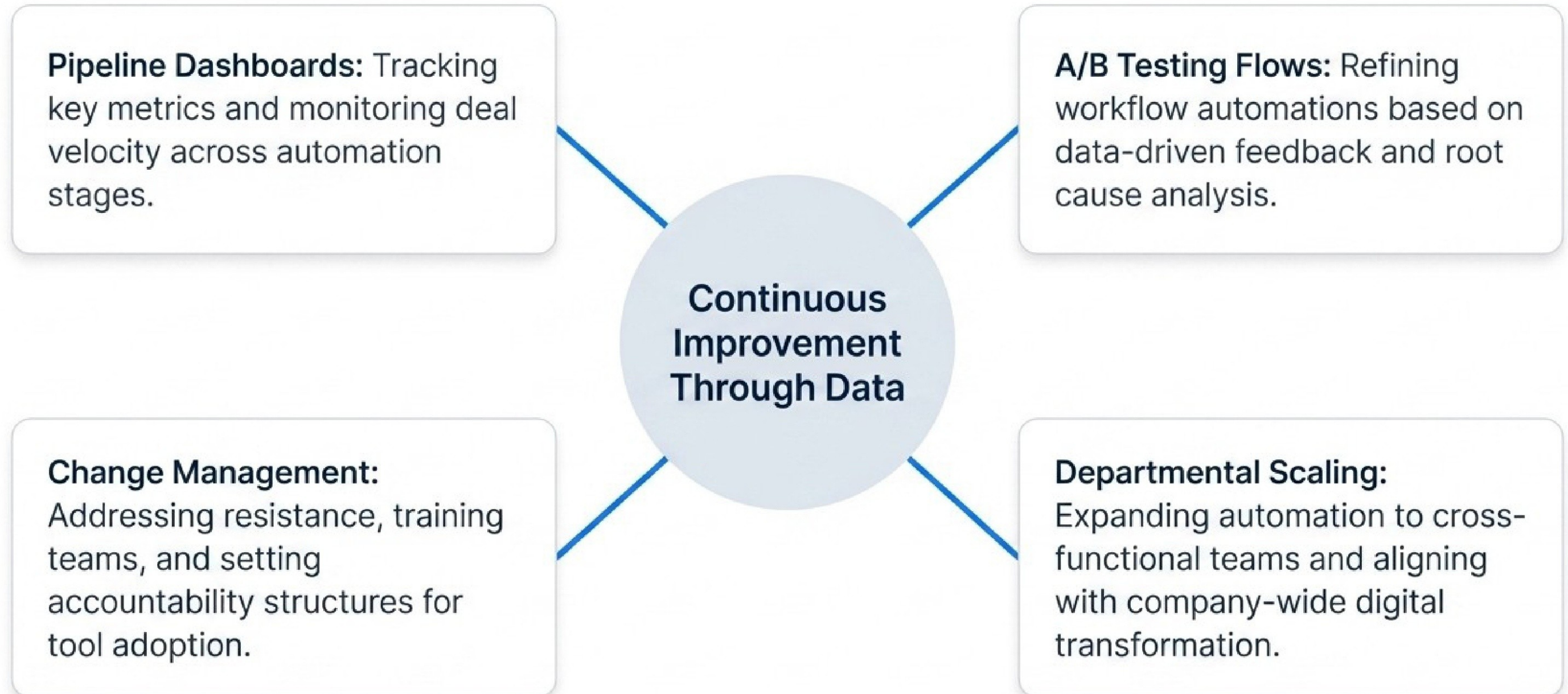


CRM Synchronization: Ensuring cross-platform data consistency and eliminating tool silos.



CPQ & E-Signature: Automating proposal generation, approvals, and contract tracking.

Phase 3: Analytics, Scaling, And Optimization



Addressing Enterprise Inefficiencies Through Automation

Operational Challenge	Automation Intervention	Measurable Business Benefit
Disconnected Marketing & Sales Handoffs	Segmented lead routing and CRM synchronization	Seamless operations and increased pipeline efficiency
Inconsistent Client Follow-Ups	Dynamic auto-responders and automated reminder notifications	Maintained engagement without losing the human touch
Manual Proposal & Contract Delays	CPQ tool integration and e-signature tracking workflows	Accelerated deal velocity and standardized onboarding

The Integration Engine For Sales Performance



Target Audience Alignment



Flexible Organizational Deployment Architectures



Virtual Live Instructor-Led

High-quality training anywhere for seamless scheduling.

Consistent learning outcomes across multiple locations.

Interactive tools to enhance engagement without travel requirements.



On-Site Face-To-Face

Immersive learning in the comfort of your office.

Fosters team collaboration and immediate knowledge sharing.

Hands-on process demonstrations tailored to your specific workplace environment.



Off-Site Face-To-Face

Distraction-free environments to improve learning focus.

Dedicated schedules away from the office setup.

Boosts employee morale and facilitates team bonding.

Proof of Impact

“The Sales Automation course revolutionized how I approach my daily responsibilities. As a Principal Marketing Strategist, understanding practical applications was essential, and this training delivered invaluable real-world experience. I’ve confidently led multiple high-visibility initiatives leveraging this comprehensive knowledge. The instructor’s insights on interactive labs have proven instrumental in my professional advancement.”

Donna Green

Principal Marketing Strategist

RPA Technology Provider

Enterprise Delivery On A Global Scale

A light blue silhouette of a world map serves as the background for the central text boxes.

100+

Delivery Capability
Across 100+ Countries

10+

Facilitation Available In
10+ Languages

Scale Your Sales Automation Capabilities Today



Empower your teams with expert-led Sales Automation training. Help your employees build lasting capabilities that translate into real performance gains and optimized pipelines.

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