

Automotive Sales Corporate Training

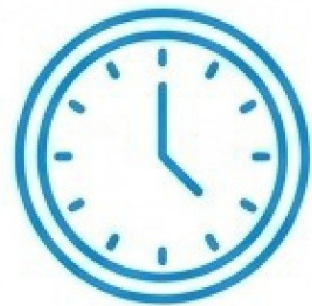
Drive Team Excellence with
Expert-Led Automotive Sales
Training



The Capability Activation Curve

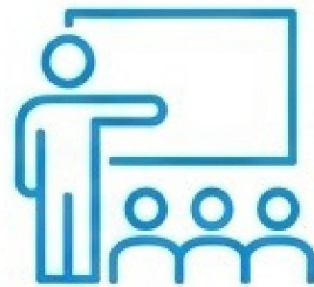


Course At-a-Glance



16 - 24 hrs

Duration



**Instructor-
Led**

Format



**Virtual /
On-site /
Off-site**

Delivery



**10,000+
Trainers**

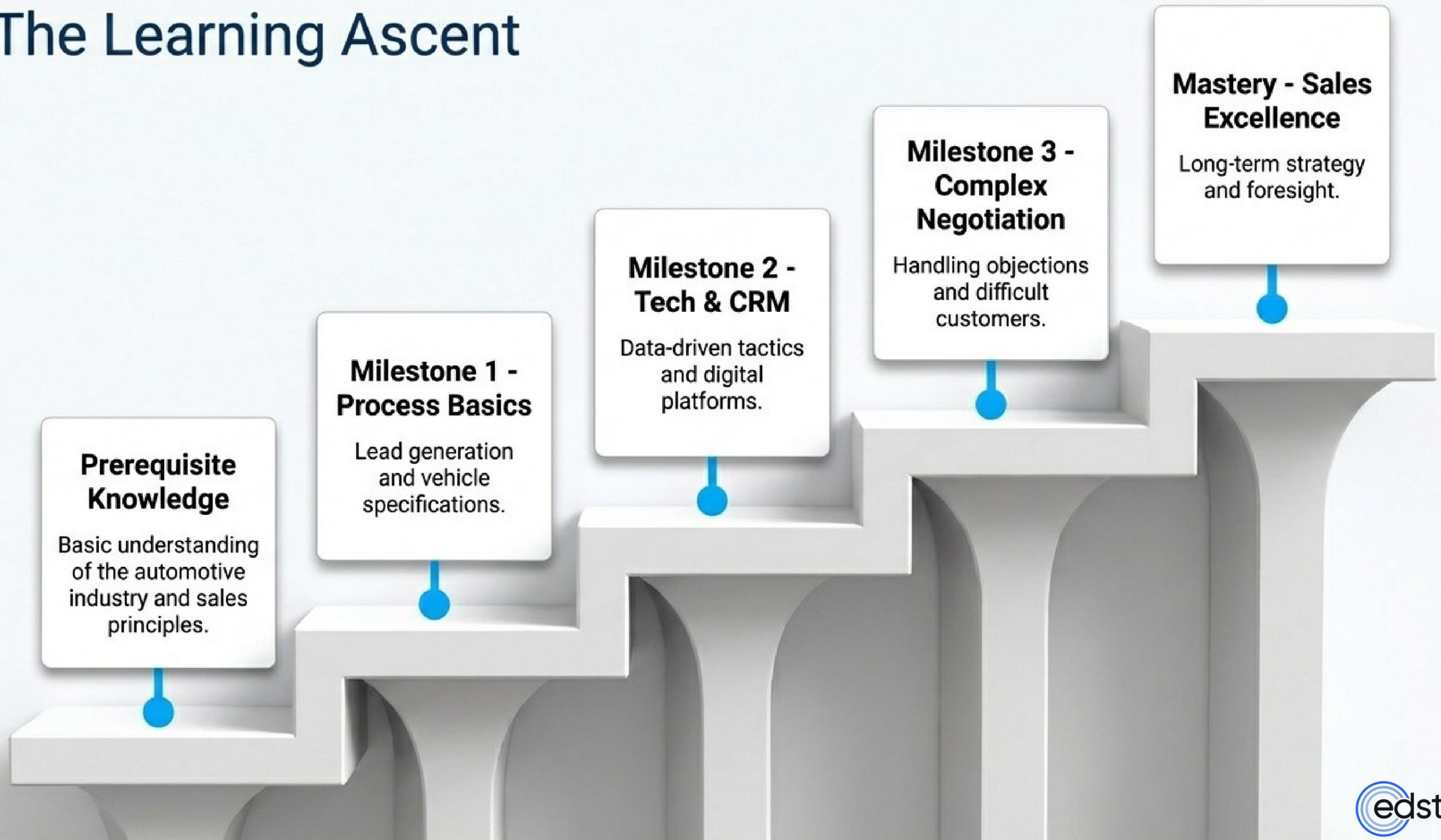
Scale



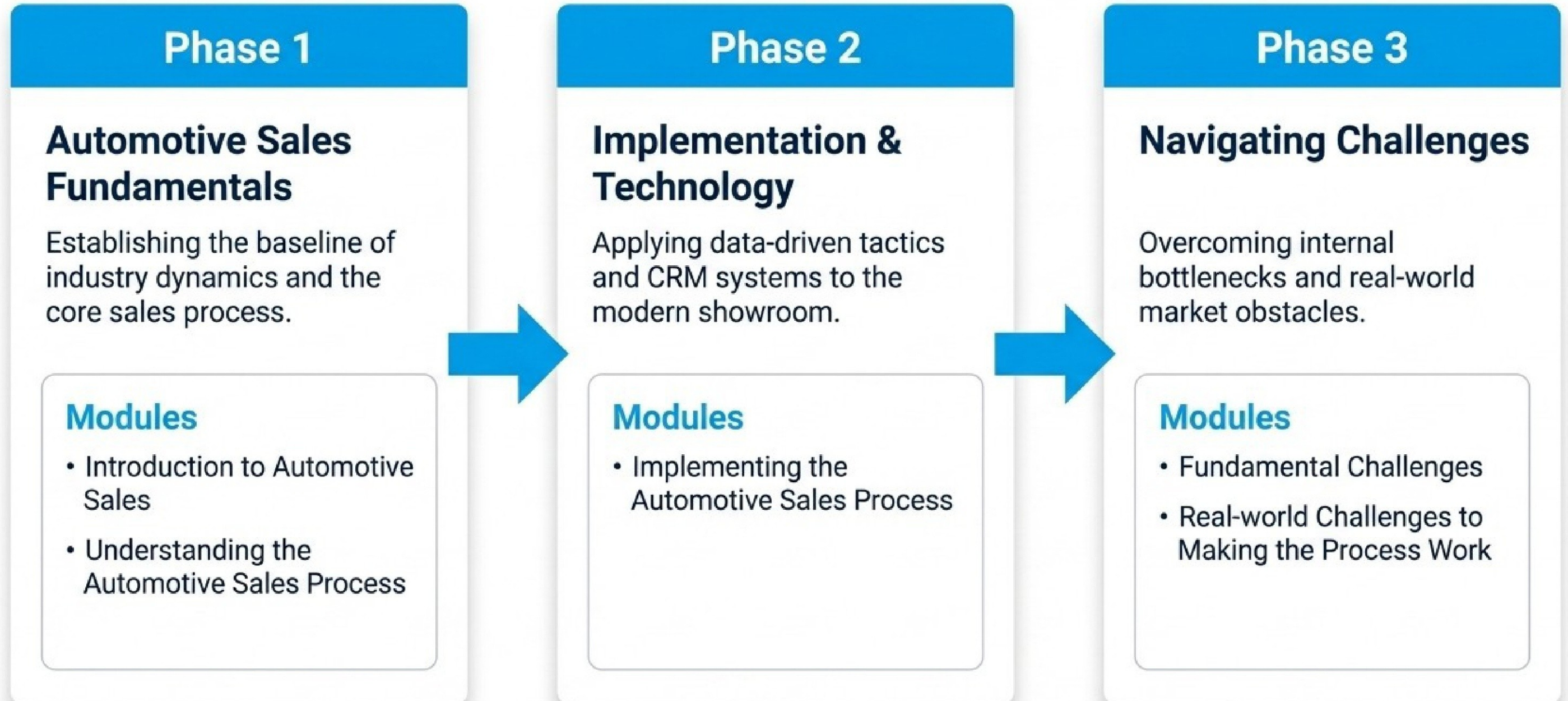
**Certificate of
Completion**

Outcome

The Learning Ascent



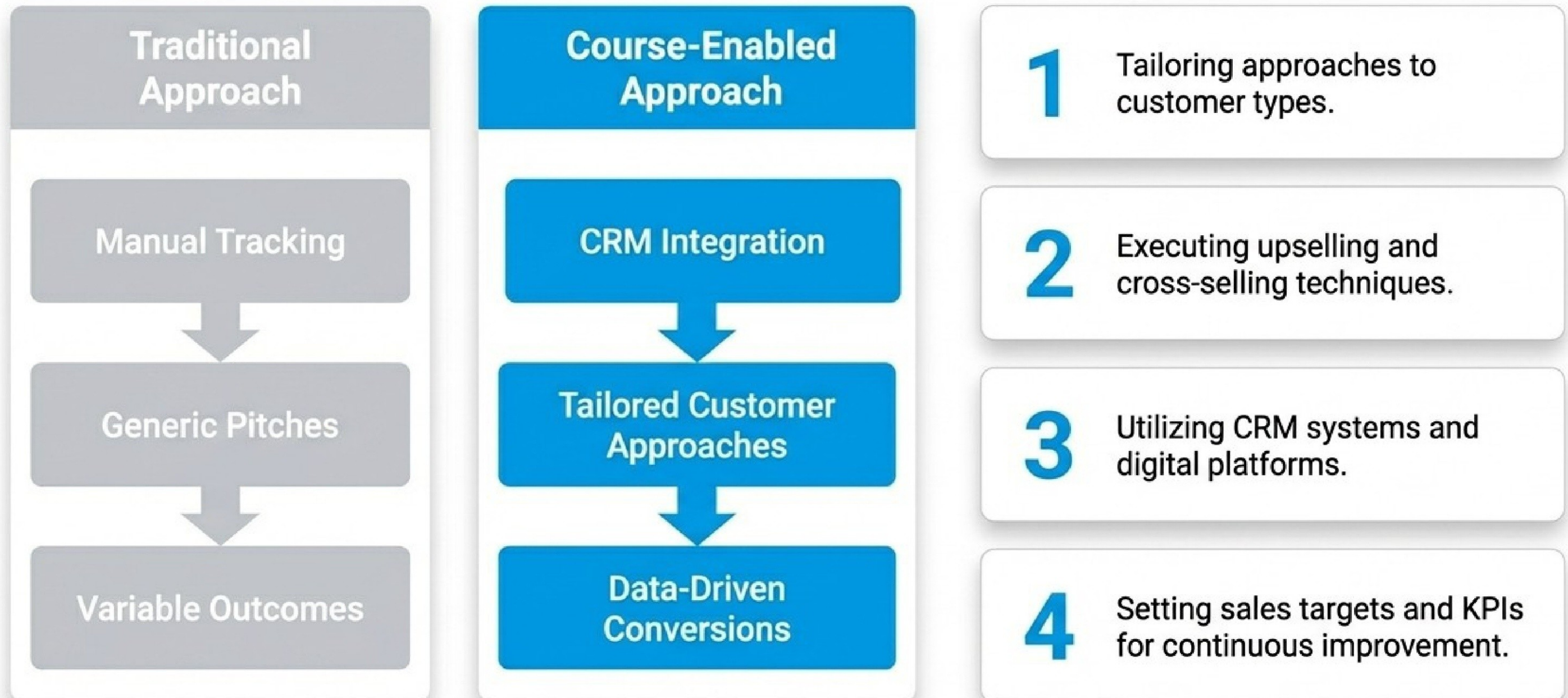
Curriculum Architecture



Phase 1: Foundation and Process



Phase 2: Implementation and Technology



Phase 3: Navigating Real-World Friction



Diagnostic Matrix

Challenge Area	Current State / Diagnosis	Edstellar Course Solution
Strategy	Struggling with market competition and unforeseen circumstances	Implement Market Trend Adaptation and Long-Term Strategy
Technology	Internal process inefficiencies and reliance on outdated tools	Utilize CRM Strategies, Data-driven Tactics, and Digital Engagement
Interpersonal	Losing deals due to difficult customers and complex queries	Deploy Needs Assessment and Advanced Negotiation Techniques

The ROI Engine



Target Audience Alignment



Delivery Modalities



Virtual Live

- Seamless integration into schedules
- No travel required
- Interactive tools for enhanced engagement



On-site Face-to-Face

- Tailored to workplace environment
- Direct hands-on demonstration
- Immediate clarification through direct interaction



Off-site Face-to-Face

- Distraction-free environment
- Improves team bonding and morale
- Dedicated schedule for deep focus

Proof of Impact

“The Automotive Sales training exceeded my expectations in every way. As a Sales Team Lead, I gained comprehensive knowledge of consultative selling that transformed my approach to sales performance. I now handle complex technical scenarios with enhanced confidence and systematic efficiency. The instructor’s expertise in financing options made complex concepts crystal clear and actionable.”

Willard Davidson

Sales Team Lead

Sales Performance Company

Global Reach

100+

Countries Served

Including United States, UK, India, Australia, and Canada.

10+

Languages Supported

English, Español, 普通话, Deutsch, العربية, Português, हिंदी, Français, 日本語, and Italiano.

Next Steps



Initiate Your Team's Transformation

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