

SALES OPS LEADERSHIP SKILLS



CHARLENE A. THOMPSON MAPM
FOUNDER AND TRAINER



DETAILS



10 weeks of training, workbooks and templates released weekly.



Lifetime access to the training and regular live Q&A sessions with the instructor to continue learning.



Fully online training that can be worked around a busy schedule. Admissions open once a quarter.

WHY CHOOSE THE SALES OPS EFFECT

Our focus is on sustainable growth.

A mentor with 14 years of experience growing companies of various sizes, and highly skilled in creating uniformity from chaos, Charlene Thompson has helped sellers appreciate CRMs, created revenue focus in delivery teams, and inspired leaders with clear strategies for business evolution.

THE CHALLENGE



We are surrounded by change. To achieve business goals, we need to enable the sales team to remain focused on their clients and prospects, unhindered by business politics and unnecessary meetings. For a business to meet the demands of clients, it needs to be more efficient, margin-conscious, and structured.

THE SOLUTION



Utilise the skills of Sales Operations to its full advantage. Sales Ops possess cross-departmental insight and connections whilst remaining sales-focused. Sales Ops does not end at reporting on metrics. When activated, Sales Ops teams remove obstacles to selling through efficiency driven system and process creation.

THE ACTION



Enroll your Sales Operations professionals in the Sales Operations Leadership Skills course and community. Not only will they gain clarity on all the ways they can support the sales team, but they will also learn how to lead, become solutions-oriented, encourage others, and, ultimately, provide the essential element that a transitioning organisation needs to thrive.

£1,997*

**FOR
LIFETIME ACCESS**

*inc VAT

[JOIN VIP WAITLIST](#)



SALES OPS COURSE TOPICS



CHARLENE A. THOMPSON MAPM
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COURSE OUTLINE

- Harnessing Transferable Skills
- Empowering Authentic Values
- Elevating Your Communication Skills
- Delivering Impactful Training and Events
- Strategic Project Planning and Prioritisation
- Effective Core Processes
- Insight Reporting and Leveraging Analytics
- Embracing CRM Management and Adoption
- Optimising Energy Efficiency and Resource Utilisation
- Problem Solving and Creative Thinking:
Becoming a Strategic Partner

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*"Charlene's work was invaluable in getting our forecast under control."
- SVP Sales Europe*



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