



JARI Procurement Technical Assistance Center

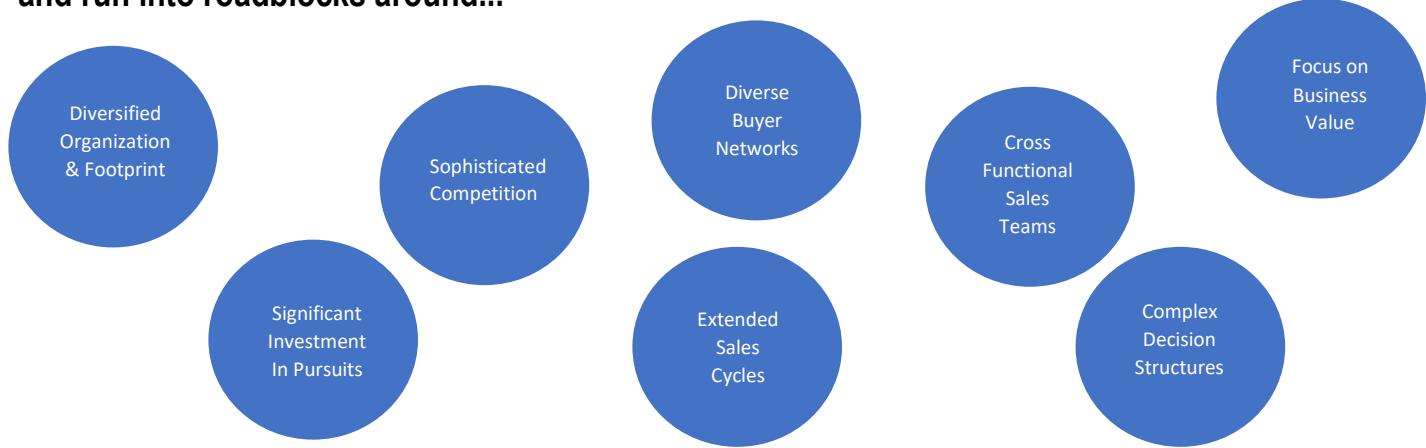
**Presents:**



## **SANDLER ENTERPRISE SELLING**

AN INTERACTIVE WORKSHOP FOR COMPANIES AND SALES TEAMS FACING  
UNIQUE CHALLENGES WHEN SELLING INTO LARGE ENTERPRISE ACCOUNTS,  
INCLUDING GOVERNMENT, DOD, LARGE CORPORATIONS AND MORE.

**This workshop is ideal for sales professionals who sell enterprise accounts  
and run into roadblocks around...**



- Effective winning accounts with a long selling cycle
- Successfully leveraging relationships with large clients to win more wallet share with those accounts
- Strategically deploying your people so you are successfully growing accounts
- Developing a Go/No Go Strategy that will keep you from wasting time and money on opportunities that won't develop into business
- Successfully positioning your company against the competition during competitive bids

Competitively pursuing large complex accounts is perhaps the greatest challenge for selling teams. To keep treasured clients and gain new ones, you need a system to win business with profitable enterprise clients, serve them effectively and grow the relationships over time. In this half-day workshop, you will learn how to successfully do all three.

### **WHO SHOULD ATTEND?**

CEO's, president's, owners, sales leaders, entrepreneurs and executives who are serious about driving a sales organization transformation.

### **COST**

\$35 per person, includes a copy of "Sandler Enterprise Selling"

### **EVENT DETAILS**

Wednesday, December 12, 2018

8:30 am to 11:30 am

### **LOCATION**

JARI Center for Business

160 JARI Drive

Johnstown, PA 15904

**Go to [www.moorepowersales.sandler.com](http://www.moorepowersales.sandler.com) to Register Today!  
Or Give us a Call!**



**Brian Sullivan, Author of the critically acclaimed "Sandler Enterprise Selling: Winning, Growing, and Retaining Major Accounts", will join John Moore to lead top area sales executives in a summit that will align your people, processes and sales culture and revolutionize your sales organization.**



**John Moore** has helped companies and individuals compete by analyzing their sales process, sales people and sales management. As a licensee of Sandler Training, one of 250 throughout the globe, he helps professionals' prospect into new opportunities, shorten the sales cycle and grow margins using Sandler's non-traditional sales strategies, all without compromising their integrity and professionalism.

***Moore Power Sales/Sandler Training***

***3900 Industrial Park Dr.***

***Altoona, PA 16602***

***(814) 944-0828***

***[john@moorepowersales.com](mailto:john@moorepowersales.com)***

***[www.moorepowersales.sandler.com](http://www.moorepowersales.sandler.com)***

