



Distributor Sales Effectiveness Program

**Designed for all sales
personnel selling to retailers**

A ready to deploy, highly engaging, measurable impact based online program that can be simultaneously scaled across large numbers with minimal investments.

PROGRAM BENEFITS

- Self paced.
- Purpose built for distribution sales staff.
- Highly engaging pedagogy which includes story telling, immersive games, reflection, practise and demonstration ensuring participation and learning.
- A detailed report for every participant outlining his key strength and further development areas. This data allows for regional sales managers to deploy effective performance management techniques.
- A strict certification process ensuring that only capable staff are handling customers.
- Customizable - company specific SOP's, processes, standards or competencies can be included.
- Can be simultaneously deployed at massive scale .
- An ideal solution to ensure that only trained and equipped staff handle customers.
- Competitive pricing.
- Regional language customization is possible.

Competencies Taught



Distribution Sales Effectiveness Program

ABOUT US

We are an online skills development company. We have designed state-of-the-art game-based programs that equip working professionals with emotional, social, and business competencies critical to exceptional performance.

We train people on soft skills through storytelling & online games.

OUR CONTACT

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USP

- Our proprietary **Visually Measurable Behaviours and Visually Applied Actions** break down complex skills into simple easy to measure behaviours. This makes for easy learnability and instant translation into real life.
- The highly engaging pedagogy ensures participants complete the course and learn measurable behaviours.
- The personalized report & certification provides rich data to managers to effectively managing performance.

Program Requirements

- Participants will need to have access to a internet enabled device - smartphone, desktop, laptop or Ipad. The program is platform agnostic.
- Participants are required to have basic english reading capabilities.

Note:- Tantalum follows internationally accepted data privacy and protection laws and practises. All participant & customer data is kept strictly confidential.

Our Program Portfolio



Sales
Distribution



Sales
Direct



Leadership



People
Management



New Hire
Induction



Service
Orientation



Team
Cohesion



Relationship
Management



Productivity