

tschanngroup

THE GROWTH ACCELERATOR

→ Are you looking for growth?

We work with you to find new potential
and developing incremental sales growth.

tschann.org



Europe: Austria | Finland | France | Germany | Italy | Poland | Principality of Liechtenstein | Russia
Switzerland | Turkey | Ukraine **North America:** United States
South America: Brazil | Chile **Asia:** China | Japan **Africa:** South Africa

Do your salespeople focus on product knowledge but lack in customer centric sales techniques?

We support you in moving from a product centric proposal to a systematic customer centric sales approach.

»Together we generate business growth.«

Our core competencies:

- > Development and implementation of your own, and sustainable Sales Academy.
- > Global network and cultural coverage in 12 languages with native speakers.
- > In-depth experience from various industries, distribution, and sales models.

How we work, and our attitude:

- > Results-driven
- > Trusted partnership
- > Connected together
- > Inspiring people
- > Sustainable framework

What we strive for:

- > Generating growth for our partners
- > Creating new business & sales opportunities
- > Combining cost awareness with the highest quality
- > Minimize risks in people & culture and maximizing retention
- > Creating unique and lasting experiences

Our target groups for training:

- > Sales Leaders
- > Field sales and tele-sales
- > Customer Service

We work in a network between departments and across hierarchies:

- > C-Level
- > Senior management (Regional Manager, Country Manager, Sales Manager, Marketing Manager, People & Culture)
- > Ensuring success with an enablement team

We have an impact on these areas of sales:

- > Mindset
- > Behavioral patterns
- > Sales methodology

We offer 3-levels of Sales Academy:

- > Sales Professional
- > Sales Expert
- > Master Class



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