

# Your Sales Enablement Solution

GP Enterprises Sales-On-Demand program helps unlock the potential of your sales organization. Whether its optimizing a sales strategy to deliver profitable growth, or maximizing your teams effectiveness, we have the experience to translate strategies into action, that lead to desired results.

## Sales Training

- Boost sales, gain wallet share, grow revenue
- Increase sales productivity
- Goal setting
- Discovery - spend more time listening
- Enhance your sales/prospecting plan
- Improve client communication, relationships and retention
- Presentation skills
- Negotiation skills
- Overcome objections/resistance
- Closing the deal

## Virtual Sales Director

- Interview participation
- Employee Hiring/Termination
- Strategic planning
- Goal setting
- Forecasting
- Sales coaching 1:1
- Weekly team meeting
- Pipeline management
- Accountability
- Performance management

## Sales Coaching

- Performance based culture
- Creating cadance
- Key Performance Indicators for salespeople
- "Say what you do, and do what you say"
- Remain accountable for your plan
- Understanding the sales process
- Role playing
- Use of metrics & CRM
- Accurate forecasting
- Effective time management
- Follow up techniques

## Leadership Development

- Manage, coach and develop team
- Holding teams accountable
- Improve morale and boost motivation
- "Move the middle"
- Conducting customer pipeline reviews
- Accurate forecasting
- Effective time management
- Running an effective sales meeting
- Performance management



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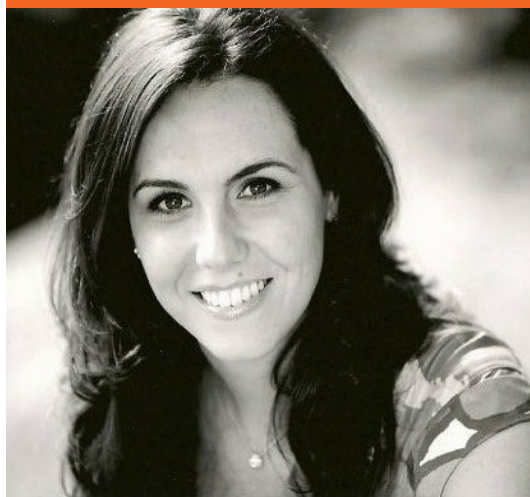
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# Our Team

## Michele LaBuda



Michele is an Executive Director for GP Enterprises, and co-creator of the On Demand Sales Enablement Program. She is a professional, charismatic leader with over 20 years of sales and sales management experience in the technology industry. She oversees strategy for the company's operations and her key focus areas are sales effectiveness, enablement and leadership.

## ABOUT US

79% of sales leaders think they're good coaches, while only 38% of sales people agree. In today's competitive environment, having advantage over the competition is useful. One of the most important tools a company can possess is a strong sales team. GP Enterprise provides a sales enablement program that can create a lasting impact on your organization. We provide you the tools, techniques, and strategy to increase revenue and drive results. The most effective coaches engage early, and provide ongoing support. Our On Demand Sales Enablement team will help you implement sales and communication techniques that produce repeatable results.

Success begins right here!

## WHY CHOOSE US

- **The GP Strategy:** The GP On Demand Sales team is committed to helping your organization succeed whether its improving results of your sales team or developing your leaders, we have the expertise to make it happen.
- **The GP Creativity:** Working with GP Enterprises means you get more than just a training event, you get customized learning to guide your sales team to greater success.
- **The GP Experience:** Our customized Sales Enablement program aligns with your culture, learning objectives and business goals and drives change for your sales team and business.
- **The GP Advantage:** We draw on decades of experience in professional sales and sales management, and provide an exceptional experience that makes an impact on your sales organization.



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