



## REINVENT YOUR SALESFORCE UPSKILLING STRATEGY AT SCALE – FROM A FEW TO THOUSANDS

Big events such as sales kick-offs, product launches, and other strategic sales initiatives have always played a critical role in ensuring sales teams are equipped with:

- Company’s current vision and strategy
- New product and services information
- Competitive and strategic GTM plays
- Sales skills to help sellers compete

Due to the global pandemic, **successful global initiatives have only increased in complexity**, requiring companies to transform how they approach and deploy high-stakes sales events.

If sales enablement isn’t able to grow and evolve to support global sales, it **runs the risk of under-equipping the salesforce to compete.**

**Mandel has the solution with proven results.** We infuse world-class training content – *to enhance presentation, conversation, and storytelling skills* – and partner with your sales enablement team to **customize and deliver global, scalable, and digital experiences that directly map to your desired outcomes.**

### Scalable high-stakes experiences – digitally, virtually, and in-person

Whether to few or thousands, Mandel custom-designs your high-stakes initiatives to harness the potential of your people and prepare them to take action:

- **Unify your global workforce** by simultaneously deploying sales initiatives to unlimited people
- **Up-skill sales employees rapidly**, getting virtual sales reps productive faster
- **Drive salesforce engagement** by providing the resources your sellers need, when they need it
- **Rapidly prepare sales teams globally** to convey consistent and effective messaging
- **Swiftly roll-out product launches** with targeted content to various sales functions and roles
- **Scale sales enablement programs across geos**, ensuring consistent global adoption
- **Reduce the time to deliver** effective sales training while driving sales engagement and collaboration

#### WORLD-CLASS COMMUNICATIONS TRAINING

- ✓ Globally proven communication models, tools, and skills
- ✓ Digital (Powered by Intrepid™ by VitalSource) or Virtual ILT
- ✓ Global and localized training in 14 languages
- ✓ AI-driven communication coaching app