COHORT CURRICULUM

ELITE SALES LEADERSHIP TRAINING

Overview

Duration: 9 months

Commitment: 5 - 10 hrs p/m

Investment: $3,100 p/m

Built for: CSO, CEO, Founders, Sales Leaders, Sales Directors

What's Included

55+ hours of live training
25+ Video walk-throughs
Open office hours
1:1 Mentorship
20+ Templates & Assets
Sequence Formats
Homework & Feedback
Guest Speakers

Technologies

HubSpot
Zoom
Slack
Google Drive

Trainers

⊛ **Bryan Mueller**
⊛ **Brian Thorne**
⊛ **Jordan Benjamin**

📍 gomonarch.io

✉ bryan@gomonarch.io

📱 (402) 812- 3266

MONARCH

Q1 Sessions

- Kick off: Overview of the program
- Components of a Sales Operating System
- Foundation of your Sales GTM: Scaling through Customer-In Strategy
- Crafting world-class Sales Messaging
- Getting Meetings booked with qualified leads
- Operationalizing an Outbound Sales Motion

Q2 Sessions

- Building Your Sales Process: Track, Measure & Iterate
- Sales Process vs. Sales Methodology
- Marketing & Sales Alignment through the sales process
- Accountability & Incentives across sales
- Reporting & Data Analysis: What reports do we need?
- Forecasting: Essential Reports for Sales Leaders

Q3 Sessions

- Hiring Top Talent : Identify your ideal candidate
- Training & Onboarding like a unicorn
- Sales Enablement and Building 'Sales Plays'
- Developing your RevOps functions and reporting
- Fly Flywheel Fly: Your Customer Centric Operating System
- Graduation & Celebration