

ACCOUNT MANAGEMENT SIMULATION

Business Need: A Sales VP wanted to drive performance by enhancing the sales team's business acumen skills, including their ability to analyze data and develop a strategic plan to allocate resources.

Training Solution:

DIAGNOSE A SIMULATED TERRITORY



Territory Data Accounts Resources

ALLOCATE RESOURCES TO ACCOUNTS



ANALYZE RESULTS & REALLOCATE RESOURCES



Outcome: Teams gained a better understanding of how to 1) analyze their sales data, 2) leverage this data to create an effective territory plan, and 3) consider the trade-offs associated with planning decisions.