

Patrick Carroll



Sales Velocity & Productivity:

The majority of us that are in business desire to do more, in less time. We set our annual goals and quotas, and set forth with every intention to make 2020 the best yet. Reality sets in, the months fly by and the start of Q2 has come and gone. Are we on track, on target...on plan? Have we been maximizing our time? What are we measuring to ensure we are being effective and efficient with our selling time? What do I need to do differently to get better results? Sales Déjà vu...Sound familiar? Whether you can relate, or just looking for ideas to move the needle, the Sales Velocity and Productivity workshop is designed to help you identify the necessary components for sales success! You will learn:

- The Constant Sales Improvement Process: Sales Strategy, Structure, Staff and Skills
- Sales Velocity: Key Sales Metrics to track sales productivity and move the needle
- Top 10 Sales Behaviors and Top 10 Sales Management Behaviors
- 5 Ways to Impact Your Sales Results Now

Bio: Patrick Carroll has been an associate of Sandler Training, a global consulting and training firm, since 2008. Patrick was born and raised in Henrico County and was a student-athlete that received his degree in Rhetoric and Communication from the University of Richmond. As a resident of Chesterfield County, Patrick and his wife Ashley, a First-Grade teacher at Jacob Road Elementary, cherish the opportunity to live, work and play in the county they call home! When Patrick isn't partnering with teams and individuals to enhance business performance you can find him: on the golf course, at a concert, in the woods, on the water or in school volunteering to support students and teachers.