INTRODUCING

The Sandler + Grovo Microlearning Sales Bundle

One methodology. Personalized learning. For every salesperson.

Grovo and Sandler are partnering to provide Sandler’s methodologies delivered in Grovo’s proven Microlearning lesson format, exclusively available from Sandler and Grovo.

The result is a collection of high-quality, single-concept lessons that are available in your sales team’s flow of work, enabling them to adopt valuable behaviors, attitudes and techniques over time.

Grovo helps HR, L&D and Sales leaders engage employees and drive their business forward by delivering a constantly evolving library of customizable Microlearning lessons through an easy-to-use platform.

Sandler dominates the global training market through an unparalleled network of more than 250 offices in 27 countries worldwide, with professional trainers providing more than 450,000 hours per year of instruction in 23 languages.
Successful sales depend on preparation and with Grovo’s engaging, high-quality Microlearning format, sales professionals can quickly tap into the training they need, in the flow of their work day. Instead of making the same mistakes over and over, Sandler provides a system for diagnosing specific problem areas and Grovo’s framework enables sales professionals to quickly pull up the relevant lessons to address that problem area.

Sandler’s systematic approach creates common language, culture and processes while Grovo’s ease of use makes it quick to deploy this impactful training. Drive better outcomes, including more efficient onboarding for new hires, more productive coaching for established salespeople, increased knowledge sharing between all teammates, and enable employees to transition seamlessly into new roles.

Sandler’s sales methodology gives you the psychology for why people buy, and then provides instruction on what you need to do and teaches you how to do it. Delivered in the flow of the salesperson’s work day as sharp, concise Grovo Microlearning content, it’s easy to adapt to and reinforce new behaviors, attitudes, and techniques, inspiring long-term change.

Imagine 100% of your team exceeding 100% of quota

Bring engaging sales training into the flow of work

Build a common language and process that works for everyone

Equip your sales team for success today and tomorrow
The Sandler + Grovo Microlearning Sales Bundle

TOPICS INCLUDED:

Introducing the Sandler Selling System
Bonding & Building Rapport With Your Prospect
Setting Up-Front Contracts With Your Prospect
Questioning Strategies
Uncovering Your Prospect’s Pain
Talking Budget with Your Prospect
Your Prospect’s Decision-Making Process
Closing the Sale: Building a Relationship to Last

PLUS, COMPANION SALES TRAINING CONTENT FROM GROVO:

Measuring Impact with KPIs
Making Decisions
Working Remotely
Building Productive Habits
Developing Grit and Resilience
Professional Writing
Giving Presentations
Working Across Cultures
Building Influence

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