

	1 INSIDE SALES	2 BUSINESS DEVELOPMENT	3 CHANNEL MANAGEMENT	4 ACCOUNT MANAGEMENT	5 VERTRIEBS- MANAGEMENT
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Securing Strategic Appointments	✓				
PSS Professional Verkaufen	✓				
Strategisches Verkaufen mit Perspektive		✓		✓	✓
Negotiate Success		✓		✓	✓
Konzeptorientiertes Verkaufen		✓		✓	✓
Executive Impact		✓	✓	✓	✓
Securing Strategic Appointments		✓	✓	✓	✓
Channel Partner Management			✓		
Large Account Management Process				✓	✓
Konzeptorientiertes Verkaufen Coaching					✓
Strategisches Verkaufen Coaching					✓
Strategisches Verkaufen Trichter-Management					✓

	2.980 €	5.755 €	7.295 €	7.505 €	11.510 €
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