

SALES IMPROVEMENT SOLUTIONS

Customized training and sales strategy alignment designed to help you develop your people, grow existing customers, win new business and improve your sales processes

HELP ME WITH THIS

Quantifiable ROI through sales excellence

We assess, develop, implement and evaluate your sales performance to help you deliver measurable and sustainable results

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Improve business results globally & locally

We coach across teams and borders - helping you to align sales across the organization

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Sales and sales leadership training

Compelling blended learning solutions that people can apply in their day to day life and impact on their sales results

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OUR APPROACH



Sales Strength Analysis

Evaluate the strengths and areas of improvement of your sales people, managers and customer facing teams.

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Business Simulations

Train your people to make the right decisions to improve business performance using gamification and business simulations

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Digital and Classroom

Diverse range of innovative learning solutions



Sales Training

Develop you sales teams, customer facing teams,

designed to help organisations improve sales excellence incorporating: blended learning, coaching, forum theatre and learning reinforcement

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sales managers and business leaders with a professional one day training course. Key Account Management, Negotiation Skills, Sales Activity Planning and Competitive Selling.

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“Our Academy, powered by Mercuri, is adding real value to customer engagement processes.”

- Electrolux



WHO WE ARE

WHO WE ARE & WHAT VALUE WE OFFER

The sales performance experts who enable sales excellence through people and process development. We offer customized solutions to increase sales results and achieve sales excellence for our clients.

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MORE HAPPY CLIENTS

"Our Raising the Bar programme, developed in conjunction with Mercuri, has made a fundamental difference to our business. It has significantly increased our pitching effectiveness."



Savills

"At Toyota, we place high demands on our leaders and therefore we have very high demands on the consultants we work with in leadership development. Mercuri has become a close partner in our pan-European leadership program and is appreciated by all our participating leaders. In addition to having a high uniform level of their deliveries, they are very easy to work with and take clear responsibility and ownership for their parts in the program"



FREDRIK FJELLSTEDT

Toyota

"We can immediately see the impact of Mercuri's Selling At My Best. We have had the highest engagement scores in the history of the company – 91% compared to a previous best of 81%. Our year on year result is 40% up compared to the same time last year."



DAN BUCKINGHAM

Virgin Holidays

WORKING ACROSS SECTORS

INDUSTRY EXPERIENCE

We understand that the challenges faced by our clients are industry specific. Our decades of experience, allied with strong specialized research enables us to be the number one partner.

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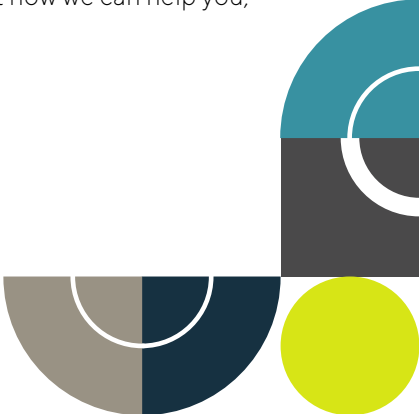


GETTING STARTED

SEE WHAT MERCURI CAN DO FOR YOU

We care about your sales. If you want to know more about how we can help you, then please contact us.

[CONTACT](#)



MERCURI international

Every year Mercuri International empowers companies in over 50 countries to achieve sales excellence. We serve our clients both locally and globally with customized solutions and industry expertise. We grow profit through people, providing the tools and processes to tackle any sales challenge.

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