

In-house Sales and Leadership Training



Talent and Business Development Solutions

Our in-house sales, leadership and management training solutions are ideal for those organizations that have a requirement to train more than four members of staff. We can send training experts to your organization. Find out what clients such as [Electrolux](#), [Worldpay](#), [Virgin Holidays](#) and [Honeywell](#) thought about their customized Sales training programmes.

Our Sales Training Programmes are often built around these core topics:

- [Sales Activity - Working Your Platform](#)
- [Social Selling](#)
- [Beat the competition - Six Battlefields](#)
- [Sales Activity Planning & Pipeline Management](#)
- [Consultative Selling](#)
- [Leadership & Management](#)
- [Key Account Management](#)
- [Business Negotiation Skills](#)
- [Presentation Skills](#)

Mercuri apply a strong market segment focus and specialise in these business areas:

- [Finance and Professional Services](#)
- [Manufacturing and Engineering](#)
- [IT and Telecommunications](#)

- [Healthcare and Pharmaceutical](#)
- [Logistics](#)

Celemi – The power of learning

Games and simulation can be a powerful part of your on-site training programme. The [Celemi simulation game, Apples and Oranges™](#) brings a fresh approach to learning about how business decisions impact the financial performance of a company and is essential for anybody who is involved in the management of strategic or operational performance. Mercuri International is a [Celemi](#) solution provider.

Find out more:

Contact us to discuss your on-site training requirements on +44 (0) 330 9000 800 or [email us](#).

“The workshops have been very positive and we have received great feedback on the structure and setup of the training days.”

- [Electrolux](#)

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Sales Activity & Pipeline Planning

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

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