

Sales Management Training and Sales Training Listed #1 Business Investment

By The CxO Group, LLC

Dated: Mar 02, 2008

The CxO Group, LLC specializes in integrating marketing methodology, sales process, corporate strategy and operations into one outbound revenue capture program to help companies grow.

Dallas, Texas – The CxO Group, LLC <http://www.thecxogroup.com> specializes in integrating marketing methodology, sales process, corporate strategy and operations into one outbound revenue capture program to help companies grow.

Rick Erling, President of The CxO Group explained – “We advise CEOs on action steps to take to grow revenues, consultant with management staff on best practices and train sales, sales management and marketing teams on tactics and strategies that work.”

Rick further elaborated – “Our team is made up of former CEOs, VPs of Sales, VPs of Marketing and VPs of Operations that leverage a hybrid advisement model to help drive company’s success. We are CEO coaches, executive consultants and a training firm that provides sales consulting, sales training and sales management training to growth directed businesses.”

The CxO Group has developed an impressive record for helping firms to develop and deploy outbound sales and marketing programs to increase corporate revenue. Their approach to sales training and sales management training is very different to traditional sales training methods that most company presidents and CEOs are familiar with.

The first step is to analyze your sales, marketing, corporate strategy and operations approaches as a new prospect would. Then they develop specific action steps to align your marketing and corporate strategy to your sales process to increase your firms business success using their integrated revenue capture metrics driven approach.

Lastly, they train your sales team on how to sell to management using a custom sales team training and sales management training, with the ongoing support and reinforcement that is critical for sales success. The result is a system that CEOs at client firms rate as their #1 business investment citing that it helps them win business and grow revenues.

For additional information about the The CxO Group business growth method visit <http://www.thecxogroup.com> , email info@thecxogroup.com or call 972.727.6880

###

About The CxO Group, LLC: The CxO Group, LLC (<http://www.thecxogroup.com>) is a managing consulting partner of the Value Forward Group, one of the world's largest management consulting groups focused on helping companies increase corporate revenue capture. Using a Value Forward Sales and Marketing approach we align sales and marketing with business strategy and goals to increase reach, maximize marketing ROI, shorten sales cycles and boost top-line revenues.

Category Business, Services, Marketing
Tags sales management training, sales training, Marketing, executive coaching, business growth strategies
Email [Click to contact author](#)

Website <http://www.thecxogroup.com>
Phone (972) 727-6880
Dallas, Texas
City/Town Dallas
State/Province Texas
Country United States
Link <http://prlog.org/10054199>



Scan this QR Code with your SmartPhone to-
* Read this news online
* Contact author
* Bookmark or share online