

Sales Management Training and Sales Training Listed #1 Business Investment

By The CxO Group, LLC

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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

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