Postgraduate Diploma

Training High Performance Sales Teams

tech technological university

tech
technological university

Postgraduate Diploma
Training High Performance Sales Teams

» Modality: **online**
» Duration: **6 months**
» Certificate: **TECH Technological University**
» Schedule: **at your own pace**
» Exams: **online**
» Target Group: **Graduates and professionals with experience in economical-financial fields**

Website: **www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-training-high-performance-sales-teams**

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01
Welcome

Today, it is essential to have a specialized sales team to develop more effective sales strategies and to be able to attract customers to our market in an increasingly competitive world. With this degree, the student will develop the necessary skills to manage the commercial activity of the organization and lead sales teams, allowing them to access more and better management positions in the training field. During the training, some of the most essential lessons in management skills, talent management, sales organization and sales oriented coaching will be taught.

Postgraduate Diploma in Training High Performance Sales Teams. TECH Technological University

" *Go up a level in your career by becoming the source of inspiration and mentoring for the marketers of the future with this TECH Postgraduate Diploma"*

Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"

At TECH Technological University

Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.

The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95% of TECH students successfully complete their studies

Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

100,000+ executives trained each year

200+ different nationalities

Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

500+ collaborative agreements with leading companies

Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.

Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.

TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:

Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.

At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"

Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.

Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.

Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03
Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.

tech

We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"

This program will provide students with a multitude of professional and personal advantages, particularly the following:

01

A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of participants achieve positive career development in less than 2 years.

02

Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

Our global vision of companies will improve your strategic vision.

03

Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.

04

Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.

Access to a powerful network of contacts

05

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.

Thoroughly develop business projects

06

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

20% of our students develop their own business idea.

Improve soft skills and management skills

07

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.

Be part of an exclusive community

08

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Technological University community.

We give you the opportunity to train with a team of world renowned teachers.

Objectives

This program is designed to strengthen management and leadership skills, as well as to develop new skills and abilities that will be essential in your professional development. After finishing the program, the student will be able to transmit their knowledge of Marketing and Sales in an effective and professional manner.

You need to know in depth the world of Sales and Coaching in order to be a great and successful mentor. TECH provides you with the keys you need to do so"

Your objectives are those of TECH.
TECH works together with you to help you achieve them.
The **Postgraduate Diploma in Training High Performance Sales Teams** trains students to:

01 Develop, lead and execute more effective, customer-focused sales strategies that offer personalized value propositions.

02 Develop strategies to lead organizations and sales teams in times of change.

03 Establish the most appropriate programs to select, train, incentivize, control, and develop the sales force.

04 recruitment, management and motivation of teams.

05 Develop the essential skills to manage the organizations commercial activity strategically.

06 Understand the whole process of the company's logistics and operations chain.

05
Structure and Content

The Postgraduate Diploma in Training High Performance Sales Teams is a program tailor made for students, with the possibility of studying it 100% online without the restrictions of fixed schedules or classes. It is the student who decides the study times and how to manage their workload.

A program that takes place over 6 months and provides the right knowledge to train great mentors in the world of sales.

You want to achieve leadership in the sales world and be the best coach you can be. TECH will help you achieve this with the best teaching methodology at your fingertips"

Syllabus

The Postgraduate Diploma in Training High Performance Sales Teams at TECH Technological University is an intensive program that prepares students for the challenge of leading sales teams, with the appropriate training of professionals in charge of them and mentoring them throughout their professional career.

Throughout 450 hours of training, the student will analyze a multitude of practical cases through individual and team work. It is, therefore, an authentic immersion in real sales teams management situations.

This Postgraduate Diploma deals in depth with the techniques and intricacies of sales and marketing, with special emphasis on the relevance of sales organization and talent management in the process of managing large sales teams.

A plan with which students can aspire to significantly improve not only their professional results, but also their own work and personal situation, gaining access to positions of greater responsibility and economic rewards.

This Postgraduate Diploma takes place over 6 months and is divided into four modules:

Module 1	Management Skills
Module 2	Talent Management. Change Management
Module 3	Commercial and Sales Team Organization
Module 4	Selection, Training and *Coaching* in Sales Networks

Where, When and How is it Taught?

TECH offers you the possibility of taking this program completely online. Throughout the 6 months of training, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

Module 1. Managerial Skills

1.1. Public Speaking and Spokesperson Training
1.1.1. Interpersonal Communication
1.1.2. Communication Skills and Influence
1.1.3. Communication Barriers

1.2. Communication and Leadership.
1.2.1. Leadership and Leadership Styles
1.2.2. Motivation
1.2.3. Skills and Abilities of the Leader 2.0

1.3. Personal *Branding*
1.3.1. Strategies to Develop Personal Branding
1.3.2. Personal *Branding* Laws
1.3.3. Tools for Creating Personal Brands

1.4. Negotiation and Conflict Resolution
1.4.1. Effective Negotiation Techniques
1.4.2. Interpersonal Conflicts
1.4.3. Intercultural Negotiation

1.5. Emotional Intelligence
1.5.1. Introduction

1.6. Emotional Intelligence and Communication
1.6.1. Emotional Intelligence
1.6.2. Communication

1.7. Assertiveness, Empathy, and Active Listening
1.7.1. Assertiveness
1.7.2. Empathy
1.7.3. Active Listening

1.8. Self-Esteem and Emotional Language
1.8.1. Self-esteem
1.8.2. Emotional Language

1.9. Time Management
1.9.1. Planning, Organisation and Control
1.9.2. The Methodology of Time Management
1.9.3. Action Plans
1.9.4. Tools for Efficient Time Management

Module 2. Talent Management. Change Management

2.1. Managing Human Capital
2.1.1. Intellectual Capital. The Intangible Asset of Knowledge
2.1.2. *Talent Acquisition*
2.1.3. Search for People for the Organization
2.1.4. Preventing the Loss of Human Resources

2.2. Innovation in Talent and People Management
2.2.1. Strategic Talent Management Models
2.2.2. Talent Identification, Training and Development
2.2.3. Loyalty and Retention
2.2.4. Proactivity and Innovation

2.3. Strategic Engagement Management
2.3.1. Engagement Management in the New Generations
2.3.2. Return on Capital Stock
2.3.3. Emotional Salary

2.4. Talent Management and Commitment
2.4.1. Keys for Positive Management
2.4.2. Talent Map of the Organization
2.4.3. Cost and Added Value

2.5. Human Resources Management by Competencies
2.5.1. Analysis of the Potential
2.5.2. Remuneration Policy
2.5.3. Career/Succession Planning

2.6. Organizational Changes
2.6.1. The Transformation Process
2.6.2. Anticipation and Action
2.6.3. Organizational Learning
2.6.4. Resistance to Change

2.7. Developing High Performance Teams
2.7.1. Personal Factors and Motivation for Successful Work
2.7.2. Integrating a High Performance Team
2.7.3. People and Business Change and Development Projects
2.7.4. Financial Keys for HR: Business and People

2.8. Workgroup Management
2.8.1. Group Synergy
2.8.2. The Group's Life Cycle
2.8.3. Groups and Motivation
2.8.4. Groups and Innovation

2.9. Group Dynamics
2.9.1. The Roles of People in Groups
2.9.2. Group Leadership
2.9.3. Group Rules
2.9.4. Group Cohesion

2.10. Managing People in the Digital Age
2.10.1. Impact of IT on Intellectual Capital
2.10.2. Reputation in Social Networks and Personal Branding
2.10.3. Recruitment and Human Resources 2.0

Module 3. Commercial and Sales Team Organization

3.1. Commercial Organization
3.1.1. Introduction to Commercial Organization
3.1.2. Typical Commercial Structures
3.1.3. Delegations Organization
3.1.4. Developing Commercial Organizational Models

3.2. Sales Network Organization
3.2.1. Department Organization Chart
3.2.2. Designing Sales Networks
3.2.3. Multichannel Reality

3.3. Internal Market Analysis
3.3.1. Service Chain Definition
3.3.2. Quality of Service Analysis
3.3.3. *Product* Benchmark
3.3.4. Key Business Success Factors

3.4. Sales Strategy
3.4.1. Sales Methods
3.4.2. Acquisition Strategies
3.4.3. Service Strategies

3.5. *Go-To-Market Strategy*
3.5.1. *Channel Management*
3.5.2. Competitive Advantage
3.5.3. Sales Force

3.6. Controlling Commercial Activity
3.6.1. Main Ratios and Control Methods
3.6.2. Supervision Tools
3.6.3. *Balanced Scorecard* Methodology

3.7. After-Sales Service Organization
3.7.1. After-Sales Actions
3.7.2. Relationships with the Customer
3.7.3. Self-Analysis and Improvement

3.8. Commercial Audit
3.8.1. Possible Lines of Intervention
3.8.2. *Express Commercial* Audit
3.8.3. Strategic Team Assessment
3.8.4. Marketing Policy Assessment

Module 4. Selection, Training and *Coaching* in Sales Networks

4.1. Selecting Sales Teams
4.1.1. Recruitment Actions
4.1.2. Salesperson Profiles
4.1.3. Interview
4.1.4. Welcome Plan

4.2. Training High-Level Salespeople
4.2.1. Training Plan
4.2.2. Salesperson Characteristics and Duties
4.2.3. Training and Managing High-Performing Teams

4.3. Training Management
4.3.1. Learning Theories
4.3.2. Talent Detection and Retention
4.3.3. Gamification and Talent Management
4.3.4. Training and Professional Obsolescence

4.4. Personal Coaching and Emotional Intelligence
4.4.1. Emotional Intelligence Applied to Sales Techniques
4.4.2. Assertiveness, Empathy, and Active Listening

4.5. Motivation
4.5.1. The Nature of Motivation
4.5.2. Expectations Theory
4.5.3. Needs Theory
4.5.4. Motivation and Financial Compensation

4.6. Compensation of Sales Networks
4.6.1. Compensation Systems
4.6.2. Incentive and Compensation Systems
4.6.3. Distribution of Salary Concepts

4.7. Compensation and Non-Economic Benefits
4.7.1. Quality of Life in the Workplace Programs
4.7.2. Expansion and Enrichment of the Job
4.7.3. Flexible Schedules and Job Sharing

Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.

"
Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

"

At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world"

Optimal decision

Patient Values

Research Evidence

Clinical Data

This program prepares you to face business challenges in uncertain environments and achieve business success.

Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

❝

You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments"

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.

01 learning from evidence

02 relearning from evidence

03 testing

04 learning from an expert

05 neurocognitive context dependent learning

06 Von-Restorff effect

07 case based learning through storytelling

08 competencies testing (retesting)

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

This program offers the best educational material, prepared with professionals in mind:
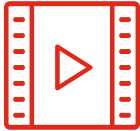
Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.

Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.

Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.

Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.

30%

10%

8%

3%

30%
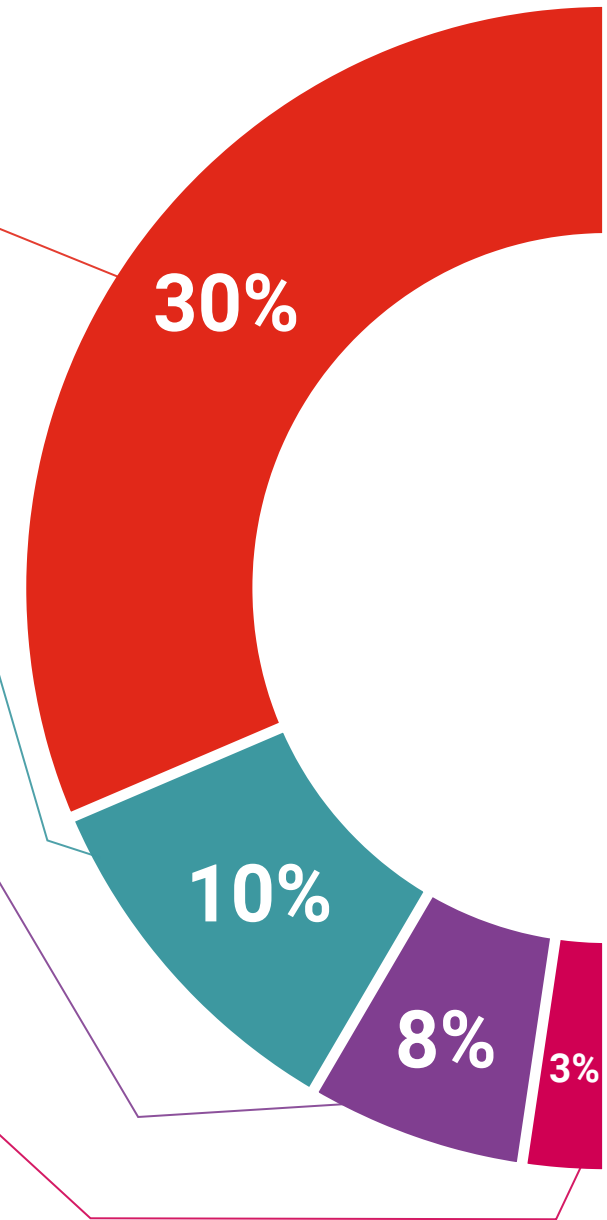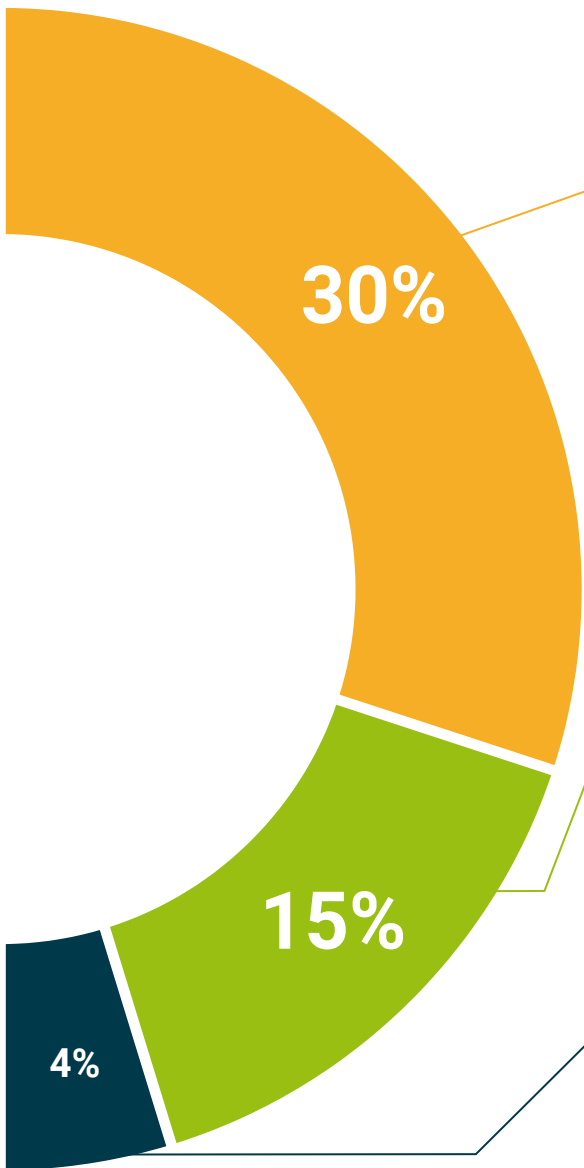
Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.

Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".

15%

4%

Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.

Our Students' Profiles

The Postgraduate Diploma in Training High Performance Sales Teams is a program aimed at professionals related to commerce and sales who want to update their knowledge, discover new ways to manage sales plans and advance in their professional careers.

"

If you still have the desire to lead, manage and successfully bring the right sales teams to success, you're in the right place to learn how to do it"

Average Age

Between **35** and **45** years old

Years of Experience

More than 15 years **22%**

Up to 5 years **18%**

10 to 15 years **31%**

5 to 10 years **29%**

Training

Economics and Business **32 %**

International Trade **26 %**

Law **11 %**

Social Sciences **18 %**

Other **13 %**

Academic Profile

Banking **19 %**

Commercial **32 %**

Commercial Director **25 %**

Services **10 %**

Other **14 %**
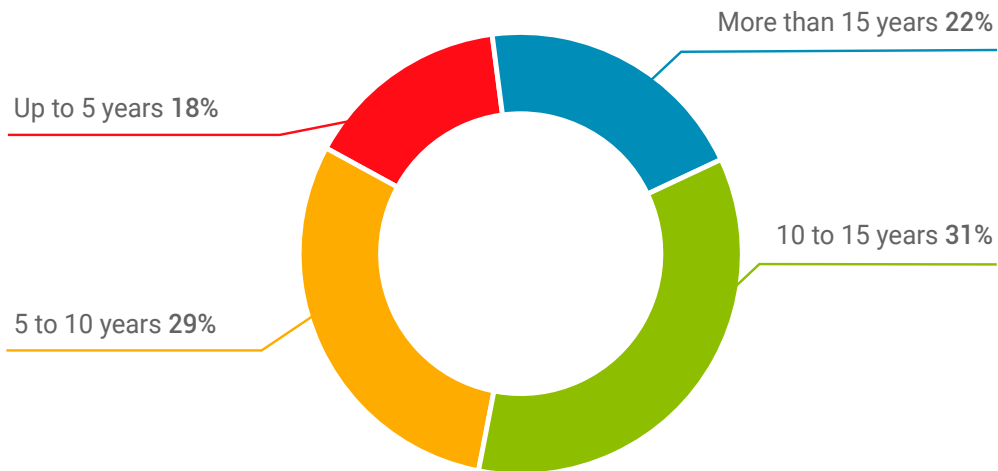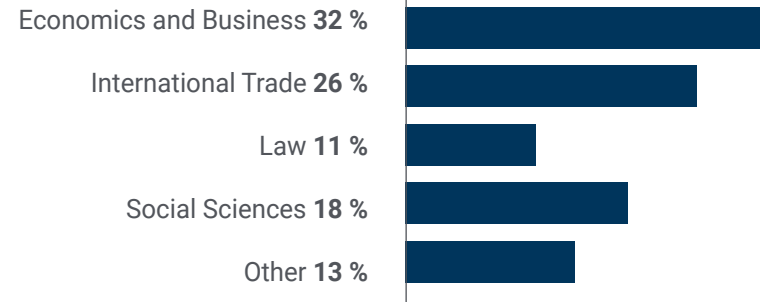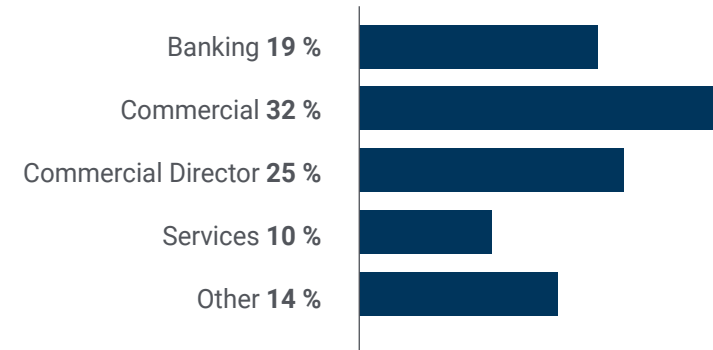
Geographical Distribution

USA **12%**
Spain **34%**
Mexico **19%**
Colombia **7%**
Argentina **8%**
Chile **7%**
Peru **5%**
Other **8 %**
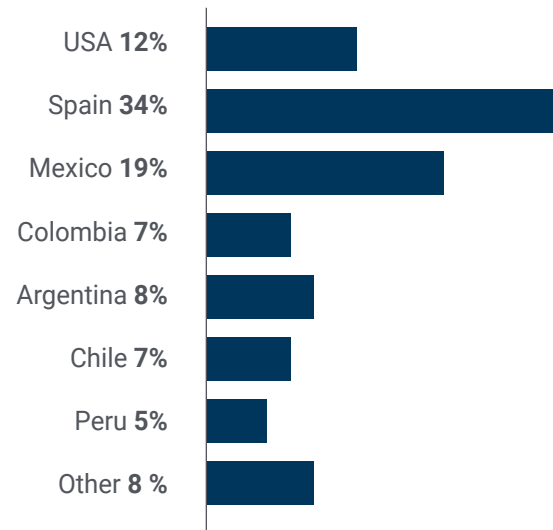
Sonia Ortiz

Commercial Director

"Being part of this educational community, through completing this Postgraduate Diploma in Training High Performance Sales Teams, has helped me grow personally and professionally. The syllabus is the most complete I could find and, thanks to this training, I am advancing every day in my profession"

Course Management

TECH is continually committed to academic excellence. For this reason, each of its programs has teaching teams of the highest reputation. These experts have extensive experience in their professional fields and, at the same time, have achieved significant results with their empirical research and fieldwork. In addition, these specialists play a leading role within the university qualification, as they are in charge of selecting the most up-to-date and innovative content to be included in the syllabus. In addition, they participate in the elaboration of numerous multimedia resources of high pedagogical rigor.

The teaching materials of this program, elaborated by these specialists, have contents that are completely applicable to your professional experiences"

International Guest Director

Dr. Aric Rindfleisch is a leading international authority in the field of Marketing and innovation. In addition, his dedication to research in key areas such as 3D printing, new product development and consumer values is noteworthy.

He has held senior roles such as President of Marketing and Executive Director at Illinois MakerLab, the world's first Business School 3D Printing Lab. Here, he has focused on providing professors and students with the knowledge and resources needed to be at the forefront of the emerging Maker Movement, teaching users how to design, manufacture and market physical objects.

His professional career has been marked by exceptional dedication and extensive experience in a variety of areas. For example, he has worked in Account Management at J. Walter Thompson Japan, an experience that has given him a deep understanding of the business world and market dynamics. He has also practiced in Hospital Administration at Connecticut Valley Hospital, where he has acquired very useful skills in management and leadership.

But his contribution extends beyond research, as he has played important roles in publishing, serving on the editorial board and as editor of renowned journals related to Marketing, consumer psychology and supply chain management. His excellence in teaching has also been recognized with several awards, including being named to The Princeton Review's list of "Top 300 Professors" in America.

Undoubtedly, Dr. Rindfleisch has left an indelible mark on the global community. In fact, he has published numerous articles in internationally renowned academic journals, addressing relevant and current topics in the field of Marketing.

Dr. Rindfleisch, Aric

- President of Marketing and Chief Executive Officer at Illinois MakerLab, Urbana-Champaign, United States
- Assistant Advertising Account Manager at J. Walter Thompson Japan
- Hospital Administration Assistant at Connecticut Valley Hospital, Connecticut, U.S.A.
- Ph.D., University of Wisconsin-Madison, U.S.A
- M.B.A. from Cornell University
- Bachelor of Science degree from Connecticut State University
- Associate Editor:
    - Journal of Supply Chain Management
    - Journal of Product Innovation Management
- Editorial Board Member at:
    - Journal of the Academy of Marketing Science
    - Journal of Consumer Psychology
    - Journal of Public Policy and Marketing
    - Marketing Letters
    - Academy of Marketing Sciences Marketing Science Review

Thanks to TECH, you will be able to learn with the best professionals in the world"

09
Impact on Your Career

We are aware that studying a program like this entails great economic, professional and, of course, personal investment.

The ultimate goal of this great effort should be to achieve professional growth.

Your career will take a leap towards the most exciting leadership in the sales and mentoring sector with this TECH Postgraduate Diploma"

Are you ready to take the leap?
Excellent professional development awaits you

The Postgraduate Diploma in Training High Performance Sales Teams at TECH Technological University prepares its students in a professional manner to be the best sales teams trainers possible. Its objective, therefore, is to achieve better salary and professional conditions for all its students through employment success.

This TECH program covers the latest developments in the sector so that you can acquire the specialization you need in a short period of time.

Study with us and achieve the academic and professional excellence you desire.

When the change occurs

During the program	During the first year	After 2 years
21%	**53%**	**26%**

Type of change

Internal Promotion **37%**

Change of Company **35%**

Entrepreneurship **28%**
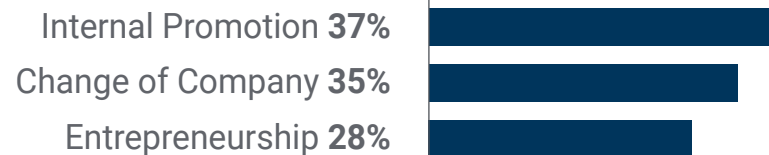
Salary increase

This program represents a salary increase of more than **25%** for our students.

Salary before	A salary increase of	Salary after
€77,000	**25.22%**	**€96,419**

Benefits for Your Company

The Postgraduate Diploma in Training High Performance Sales Teams helps raise the organization's talent to its maximum potential by training high level leaders.

Participating in this Postgraduate Diploma is a unique opportunity to access a powerful network of contacts where you can find future professional partners, clients, or suppliers.

"

A teaching team who are experts in Sales Coaching will be in charge of providing you with all the keys to be a great mentor and guide your workers"

Developing and retaining talent in companies is the best long term investment.

01

Intellectual Capital and Talent Growth

The executive will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

02

Retaining high potential executives to avoid talent drain

This program strengthens the link between the company and the executive and opens new avenues for professional growth within the company.

03

Building agents of change

The manager will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

04

Increased international expansion possibilities

Thanks to this program, the Organisation will come into contact with the main markets in the world economy.

Project Development

05

The manager can work on a real project or develop new projects.

Increased competitiveness

06

This program will equip students with the skills to take on new challenges and drive the organization.

11
Certificate

The Postgraduate Diploma in Training High Performance Sales Teams guarantees you, in addition to the most rigorous and up to date education, access to a Postgraduate Diploma issued by TECH Technological University.

" *Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*

This **Postgraduate Diploma in Training High Performance Sales Teams** contains the most complete and up to date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Diploma**, issued by **TECH Technological University** via tracked delivery*.

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June 17, 2020

Tere Guevara Navarro
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