

NEUROVERSE GLOBAL

Sales Strategy & Planning

Excellence Program

A 5-Day Intensive Executive Training Program

Training Course Code: NV-TR-11-002

Prepared for: [Client Organization]

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Executive Summary

In today’s highly competitive markets, organizations must adopt strategic and data-driven sales approaches to sustain growth and maximize revenue performance. The NeuroVerse Global **Sales Strategy & Planning Excellence Program** is a comprehensive 5-day executive training designed to equip sales leaders and business professionals with advanced tools and frameworks to build high-impact sales strategies. This program focuses on aligning sales objectives with corporate strategy, improving market positioning, and implementing modern sales planning methodologies used by leading global organizations. Participants will explore customer-centric selling models, revenue forecasting techniques, and digital sales transformation strategies. Through practical workshops, case studies, and collaborative planning exercises, participants will develop the ability to design scalable sales strategies, optimize sales team performance, and enhance long-term customer value

Program Element	Details
Duration	5 Days (40 Hours)
Target Audience	C-Suite Executives, Senior Leaders, Strategy Professionals
Delivery Options	5★ Hotel Traveling (Global Centers) Training Institute Onsite at Your Location Virtual Live Hybrid
Certification	yes
Class Size	Optimum number of participants for highest interaction and engagement

We provide flexible and premium delivery formats tailored to your strategic priorities:

- **5★ Hotel Experience:** Executive retreat setting combining strategic learning, executive networking, and high-level team in luxury venues (e.g., Amman, Dead Sea, Aqaba).
- **Traveling (Global Centers):** Delivered at world-class international locations such as London, Istanbul, Dubai, Singapore, Georgia, or select European hubs, offering premium facilities and global networking opportunities.
- **Training Institute:** Hosted at leading accredited institutes equipped with advanced learning technologies and innovation-driven environments.
- **Onsite at Your Location:** Conducted at your corporate headquarters for a fully customized, confidential, and organization-focused experience.
- **Virtual Live:** High-definition, interactive online sessions with digital collaboration tools ideal for distributed leadership teams.
- **Hybrid Model:** A strategic blend of in-person engagement and synchronized virtual participation to maximize flexibility and international reach.

Curriculum Structure

The **Sales Strategy & Planning Excellence Program** is designed as a structured **5-day learning journey**, enabling participants to master strategic sales planning, improve forecasting accuracy, and implement modern sales management frameworks.

Day 1: Foundations of Strategic Sales Management

Theme: Building the Strategic Sales Mindset

Module	Key Activities
Modern Sales Management	Evolution of sales strategies in the digital economy
Strategic Role of Sales	Aligning sales with corporate growth objectives
Understanding Customer Value	Customer segmentation and buyer behavior analysis
Sales Strategy Frameworks	Developing structured sales planning models

Day 2: Market Analysis & Opportunity Identification

Theme: Understanding Markets and Customers

Module	Key Activities
Market Intelligence & Research	Identifying market opportunities and trends
Customer Segmentation	Porter's Five Forces; Competitive intelligence platforms
Competitive Sales Analysis	Competitor benchmarking and positioning
Value Proposition Development	Crafting compelling sales propositions

Day 3: Sales Planning & Revenue Forecasting

Theme: Designing High-Impact Sales Plans

Module	Key Activities
Strategic Sales Planning	Building structured sales roadmaps
Revenue Forecasting	Forecasting models and predictive analytics tools
Territory & Account Planning	Sales territory design and key account strategies
Sales Pipeline Management	Pipeline development and opportunity tracking

Day 4: Sales Leadership & Team Performance

Theme: Managing High-Performing Sales Teams

Module	Key Activities
Sales Leadership	Leadership strategies for sales managers
Performance Management	KPIs, incentives, and performance measurement
Coaching & Talent Development	Sales training and continuous improvement
Negotiation & Closing Techniques	Advanced negotiation frameworks and closing strategies

Day 5: Digital Sales Strategy & Future Growth

Theme: Sales in the Digital Economy

Module	Key Activities
Digital Sales Transformation	CRM systems, automation, and digital sales tools
Data-Driven Sales Management	Using analytics for sales optimization
Customer Relationship Strategy	Long-term customer value and retention strategies
Capstone & Certification	Sales strategy presentations and certification

Delivery Options

NeuroVerse Global offers unparalleled flexibility in program delivery, ensuring that world-class strategic education is accessible regardless of location or logistical constraints. Choose the format that best suits your organizational needs:

Format	Description	Best For
Executive Retreat ***** 5* Hotel	Multi-day experience at luxury venues in hotels 5* combining learning with strategic planning and team activities. Amman, Dead Sea, Aqaba	Board offsites, strategic planning, executive bonding
Premier Training Institute	Delivered at internationally accredited, state-of-the-art institutes equipped with advanced learning technologies, executive facilities, and innovation labs.	Executive education, certified programs, high-impact professional development
Global Centers With Traveling	Conducted at NeuroVerse world-class facilities in London, Istanbul, Egypt, Dubai, Singapore, Georgia, or Europe. Premium amenities and networking.	International exposure, cross-cultural learning, executive networking
Onsite Premium	NeuroVerse facilitator at your corporate headquarters or preferred location. Full materials, and immersive experience.	Leadership teams, confidential strategy sessions, team building
Virtual Live	Synchronous online sessions with interactive tools, breakout rooms, and digital collaboration platforms. HD streaming.	Distributed teams, cost optimization, time-constrained executives
Hybrid Model	Blend of in-person and virtual elements. Regional hubs with synchronized virtual participation for global teams.	Global organizations, flexible participation, maximum reach



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Make you Training in more than 35 Countries Around the World

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