

Consulting and Training | Reach New Heights

Course Name

Visionary Sales Leadership

Sector Name

Sales, Marketing and Customer Service

Document Type

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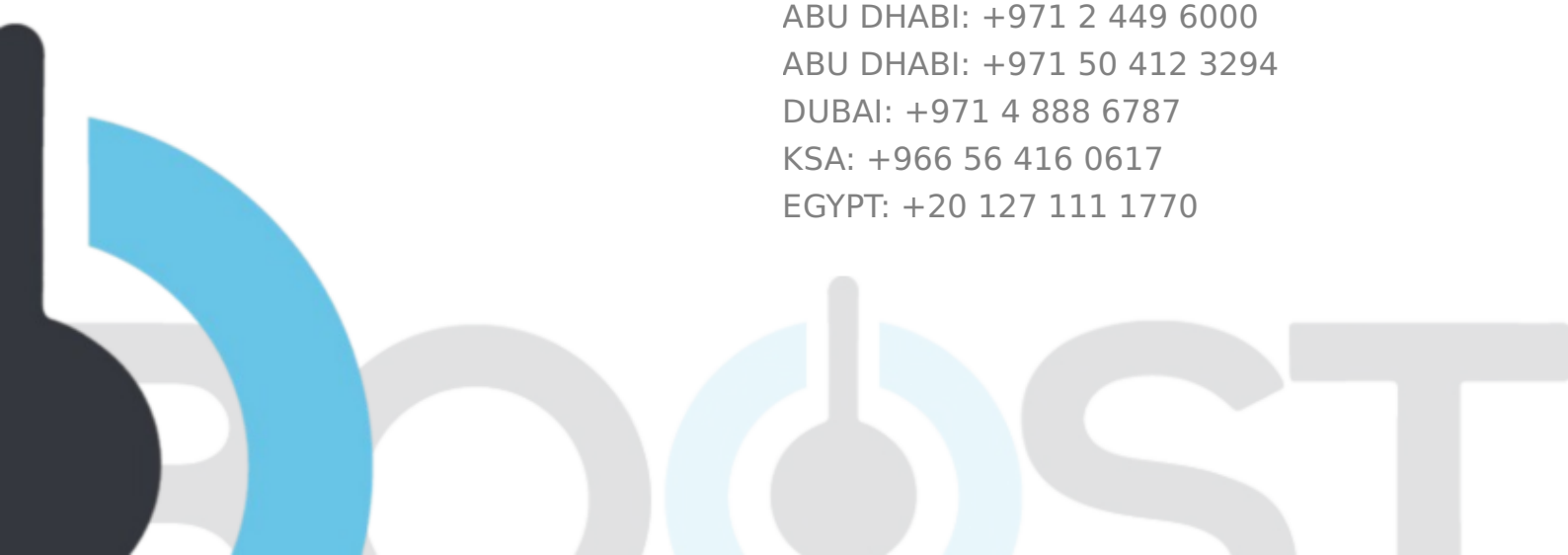
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Visionary Sales Leadership

Course Introduction

Top-performing sales professionals not only achieve targets—they inspire, influence, and drive the strategic vision of their organization. This advanced training equips sales professionals with the skills to define and communicate a compelling vision, align sales activities with organizational purpose, and lead with influence. Participants will learn how to inspire teams, create purpose-driven strategies, and translate vision into measurable sales outcomes.

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Visionary Sales Leadership

Target Audience

- ✓ Sales Leaders & Directors
- ✓ Vice Presidents of Sales & Chief Sales Officers
- ✓ Sales Managers

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Visionary Sales Leadership

Learning Objectives

- ✓ Understand the role of vision and purpose in sales leadership.
- ✓ Define and communicate a compelling vision that aligns with organizational goals.
- ✓ Inspire and influence teams, clients, and stakeholders through purpose-driven messaging.
- ✓ Translate strategic vision into actionable sales plans and measurable outcomes.
- ✓ Drive alignment between individual, team, and organizational objectives.
- ✓ Cultivate a culture of accountability, motivation, and high performance in sales.

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Visionary Sales Leadership

Course Outline

✓ DAY 01

Understanding Vision and Purpose in Sales

- ✓ Defining vision and purpose: why it matters in sales
- ✓ Linking individual and team goals to organizational strategy
- ✓ The psychology of purpose-driven motivation
- ✓ Case studies of visionary sales leaders

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Visionary Sales Leadership

Course Outline

✓ Day 02

Crafting and Communicating a Compelling Vision

- ✓ Translating strategy into a clear, actionable sales vision
- ✓ Storytelling techniques to inspire and engage teams and clients
- ✓ Building credibility and trust as a visionary sales professional
- ✓ Tools for effective internal and external communication

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Visionary Sales Leadership

Course Outline

✓ Day 03

Crafting and Communicating a Compelling Vision

- ✓ Translating strategy into a clear, actionable sales vision
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- ✓ Building credibility and trust as a visionary sales professional
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Visionary Sales Leadership

Course Outline

✓ Day 04

Influencing and Inspiring Stakeholders

- ✓ Leading with influence without authority
- ✓ Techniques for motivating sales teams and peers
- ✓ Engaging clients and stakeholders with a vision-based approach
- ✓ Overcoming resistance and fostering buy-in

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Visionary Sales Leadership

Course Outline

✓ Day 05

Sustaining Visionary Leadership in Sales

- ✓ Embedding purpose and vision into daily sales practices
- ✓ Continuous improvement and learning as a visionary leader
- ✓ Driving a culture of accountability, innovation, and high performance

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 25, 2027	July 29, 2027	5 days	4250.00 \$	KSA , Riyadh
Dec. 27, 2026	Dec. 31, 2026	5 days	2150.00 \$	Virtual , Online
April 5, 2027	April 9, 2027	5 days	4950.00 \$	England , London
June 7, 2027	June 11, 2027	5 days	4250.00 \$	UAE , Dubai

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