



Skillsoft® Sales Advantage™

Turn your sales team into a sales force

Increase sales and improve your bottom line by developing the business competencies of your sales team through targeted learning tracks that offer real-world, practical insight from top sales and business leaders.

Highly-targeted content for experienced sales professionals

By targeting critical selling skills and techniques, Skillsoft Sales Advantage engages sales professionals with learning that is relevant to their selling activities and can positively impact their sales performance. Each learning track focuses on a key sales competency and leverages a variety of content mediums, including videos, books, and interactive exercises, all accessible online from a single portal.

Align learning with business goals

Learners are more likely to retain knowledge they can use. Skillsoft Sales Advantage provides learners with content that is tied directly to their business goals, giving them knowledge, expertise, and tools to use on the job.

Once again, you keep coming up with new products and services that are very relevant for our workforce.

Michael Milbier
Global Director, Organizational Development, GlobalFoundries



The image displays two screenshots of the Skillsoft Sales Advantage platform. The left screenshot shows a user profile page for Diane Ledingham, Partner and Director at Bain & Company. It features a 'Featured Expert Insight' video, a 'Featured Speakers' list including Jennifer Kahnweiler, Peter Fish, and Steve Villanueva, and a 'Featured Book Recommendations' section. The right screenshot shows a learning track titled 'Organizing Your Sales Approach'. It includes a video player, a 'Speakers in the Track' list with David Allen, Anne Bartlett-Bragg, Sue Cantrell, and David Hour, and a 'Business Impacts' section.

Learning on the go

Skillssoft Sales Advantage's On The Go area brings together all the learning assets within a particular track in one spot. Learners can download assets to use on mobile or portable devices, allowing them to easily fit critical skill development into their busy schedules.

Multiple modes of instruction

Skillssoft Sales Advantage uses multiple modes of instruction to accommodate various learning styles and learner preferences. Learners can read Skillssoft ExecBlueprints™ and Skillssoft ExecSummaries™ or listen to the audio versions; watch Skillssoft Leadership Development Channel QuickTalk videos; participate in interactive exercises and simulations; watch, listen and ask questions during Live Events; use resource guides to create activities and share what they've learned with others in your organization; recommend or comment on various assets using inGenius®, adding context within your organization; and explore the community to see what resources your colleagues recommend.

Twenty tracks are available across 4 domains including:

- Strategic Preparation
- Consultative Communication
- Goal-Directed Execution
- Sales Management



For more information or to learn more,
call 866-757-3177 or visit www.skillssoft.com



Features

Learning tracks designed to develop critical selling competencies.

Assets available in a number of formats, including videos, interactive practice tools, on-the-job resources and assessments.

Homepage keeps learners engaged with featured expert insights, speakers and book summaries.

Social learning (commenting, recommendations, recent activity, user profiles and community content searches) supported for sales teams.

Benefits

Content designed to help sales team be more effective.

Two-hour tracks, organized in easy-to-access, 3-to-5-minute segments, making it easy for busy professionals to fit training into their schedules.

Learning assets presented in a variety of formats to fit any learning style.

Social features reinforce relevant content and drive engagement through interaction.