



# The Sphere Sales Academy FAQ's

## What is it?

The Sphere Sales Academy is a training scheme for entry level candidates who are entering a career in sales. The sales training is broken down into 5 main modules:

- Module 1 - The Mindset for Success and Planning and Goal Setting (4 sessions)
- Module 2 - The Art of Selling (10 sessions)
- Module 3 - Customer Development (5 sessions)
- Module 4 - Fundamental Skills (4 sessions)
- Module 5 - Monitor, Evaluate, Grow (3 x 1-2-1 coaching sessions)

## How does the sales academy work?

We offer the sales academy as part of Sphere Digital's recruitment service or simply as an add on to your hiring. This training can be conducted both on-site at your offices or at ours

## Can you conduct the training in our own offices?

Yes, we are completely flexible around this.

## When will the training run?

In short, as often as we need to. We want to conduct one a month. The course will take two weeks



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## What does the Sphere Sales Academy cost?

- £4,000 for the full 40 sessions
- £2,500 for 20 sessions
- £1,500 for 10 sessions
- £200 for “one off” sessions

## Offers:

- If you hire future talent via Sphere in H2 2020 they can join the Sphere Sales Academy for half price.
- Further discounts are available if you book more than 4 people into the Sphere Sales Academy in a calendar
- year. If you hire future talent and then place them on the sales Academy the cost is £2,000 per candidate.

## How is it invoiced?

50% booking deposit and 50% 30 days after the course takes place.

## Who is the sales academy suitable for?

Any entry level candidate whether this be a school, college or university leaver or someone who has some sales experience but needs to further develop on this.

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## **Who is giving the training?**

Jamie Cox (Senior People Manager and Trainer) will be running these sessions and at times other members of the senior leadership team can be involved in some of the training sessions.

## **Who is the sales academy most relevant for?**

Technology vendors, media owners and publishers, events, basically any company that has a sales team this could be relevant for.

## **Do I need to hire the candidates via us too?**

No, you can pay for this service and this can be completely separate to your hiring although it does work out more cost effective to hire through us as we will give you the training at ½ price.

## **Does the delegate receive a certification at the end?**

Yes – we award a certificate for each module.

## **What is the best way to add this training to a delegate's CV?**

Delegates can add completed modules to their CV.