

# SRG Client Success Profile

## Sales Management Training



Sales Readiness Group

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### *Describe your experience working with SRG?*

SRG conducted a combination of onsite and live online sales management training sessions with multiple teams in the U.S., Europe, and Asia-Pacific. The process was straight forward and their people are very responsive. The collaborative approach resulted in a customized program focused on FactSet's goals and objectives. They also provided expert facilitators who were well prepared and engaging.

### *What type of feedback have you received from the training participants?*

Our sales managers appreciated that we partnered with a professional sales training firm because it provided an outside perspective and new insights. They are also applying the skills and tools SRG provided to manage their teams.

### *Would you recommend SRG to other sales organizations?*

We would refer SRG to other organizations. They are a "people first" firm that spends the time to create highly relevant programs for their clients. We were pleased with our experience and look forward to working with them on future sales training initiatives.

### *About FactSet*

FactSet, a leading provider of financial information and analytics, helps the world's best investment professionals outperform. More than 50,000 users stay ahead of global market trends, access extensive company and industry intelligence, and monitor performance with FactSet's desktop analytics, mobile applications, and comprehensive data feeds. The Company has been included in FORTUNE's Top 100 Best Companies to Work For, the United Kingdom's Great Places to Work and is listed on the New York Stock Exchange and NASDAQ (NYSE:FDS) (NASDAQ:FDS).

### *Sales Readiness Group*

Sales Readiness Group's (SRG) works with sales organization to produce sustainable skills improvement through our industry leading **Customized Sales Training, Sales Management, Sales Assessments, and Sales Management Coaching** programs.

#### **Customized Sales Training**

Comprehensive skills-based sales training programs that improve sales force effectiveness.

#### **Sales Management Programs**

Develop key management skills including managing sales performance, sales coaching, recruitment/selection, and sales leadership.

#### **Sales Assessments**

In-depth sales assessments that target key sales skills and behaviors that drive sales success.

#### **Sales Management Coaching**

One-to-one coaching to help sales leaders quickly develop the skills they need to motivate and manage sales teams.

**To learn more, please contact us:**

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