



QTTM™ is delivered as either a one or two-day program and uses gamification to ensure attendees are engaged and participating in learning experiences. The QTTM™ program is also a prerequisite for the CERTIFIED SALES PROFESSIONAL examinations.

QUOTA® SYSTEM PROGRAMS

Quota® Time & Territory Management™

What does it take to become an elite sales performer? Is it 'nature' or 'nurture'? Quota® believes we are all born with certain traits and personalities. However, success in any field of endeavor is predicated on mastering the basics of that field.

Quota® Time & Territory Management™ (QTTM™) is a stand-alone program that provides critical insights into: Account Management; Forecasting; Territory Planning; Goal Setting and Time Management.

Coupled with the Quota® System™ programs of core selling skills, advanced strategic selling skills; field coaching

and sales performance tracking, Quota® clients see extraordinary sales increases and results.

QTTM™ provides an essential element of sales success with training in the following building blocks:

- 1** Key Account Roles & Responsibilities
- 2** Strategic Territory Planning Skills
- 3** Key Account Sales Process

Incorporated into these 3 building blocks are:

- Value Pyramid
- Partnership Selling
- ROI – Time
- Goal-setting
- Forecasting
- Market/Industry Analysis
- Targeting Key Accounts
- Territory Marketing Plans
- Strategic Account Planning

Sales professionals that add the QTTM™ program to their face-to-face skill sets will see tremendous improvement in their productivity and effectiveness.

