LMS for Sales Team Training

Sales Training is a dynamic process with regular changes in products, Services, customers, employees and regions. It demands steady training on the multiple approaches. KLMS comes with a host of features aimed at enhancing a Sales Team's ability to practice and perfect their sales skills. KLMS is also a true Mobile-First LMS, easily integrating with all mobile devices like mobile phones, tablets, multimedia devices, and laptops.

The KLMS is equipped with a native mobile phone app, allowing sales professionals to access information and training on sales techniques, products, and services while on the move. Using KLMS's offline feature, Sales Team members can download and access training and learning content.

KLMS gives your Sales Team an edge over other sales professionals with critical sales enabling information available **whenever and wherever.**

Best-in-Class: LMS

- Modern and easy-to-use interface
- Whenever and Wherever delivery
- Highly configurable features
- Automation of certification
- Badges and Gamification to improve employee engagement
- Secure and reliable
- Highly scalable and robust
- Amazon cloud-hosted
- Robust analytics
- Surveys for feedback
- Enhanced reporting for evaluation
- Advanced analytics for assessments
- Bite size program

Why an LMS for Sales Teams?

Sales professionals need steady information and training to successfully close a sales deal. Informed sales professionals display higher closing rates. A mobile LMS platform allows sales individuals to access information when most needed—before or even during a sales meeting!

Implementing an LMS provides reporting and analytical tools which help identify areas of improvement for the Sales Team members. It is a way to further refine the art of sales. KLMS also allows LMS administrators to manage courses via mobile tablets in landscape mode.

WORK WITH US

KLMS employs a world class e-Learning approach and delivers cost-effective professional development and training solutions that drive our clients' productivity.

At the heart of K LMS are features which help streamline and automate an employee's training workflow. KLMS is built as a true KNOWLEDGE LMS for small, medium and large businesses to train employees and track their performance. KLMS comes with a range of reporting options that help the L&D and HR teams identify performance gaps and increase business productivity. The LMS is designed keeping UI & UX in mind, making the LMS administration task smooth and efficient.

Administrators can upload content and assign training modules to learners based on departments, job relevance, location, and other specifications in just a few steps. Employees seldom have time to train between work and personal life; KLMS is a mobile-first LMS, learners can access training on a device of their liking.

Why a KLMS for Employee Training?

Learning Management Systems help develop an organization-wide practice of continuous learning and development. It does this without adding the extra costs of time, efforts, resources, and money. These resources are limited and keeping a track of them when engaging in on-the-job training (OJT) or classroom training is difficult.
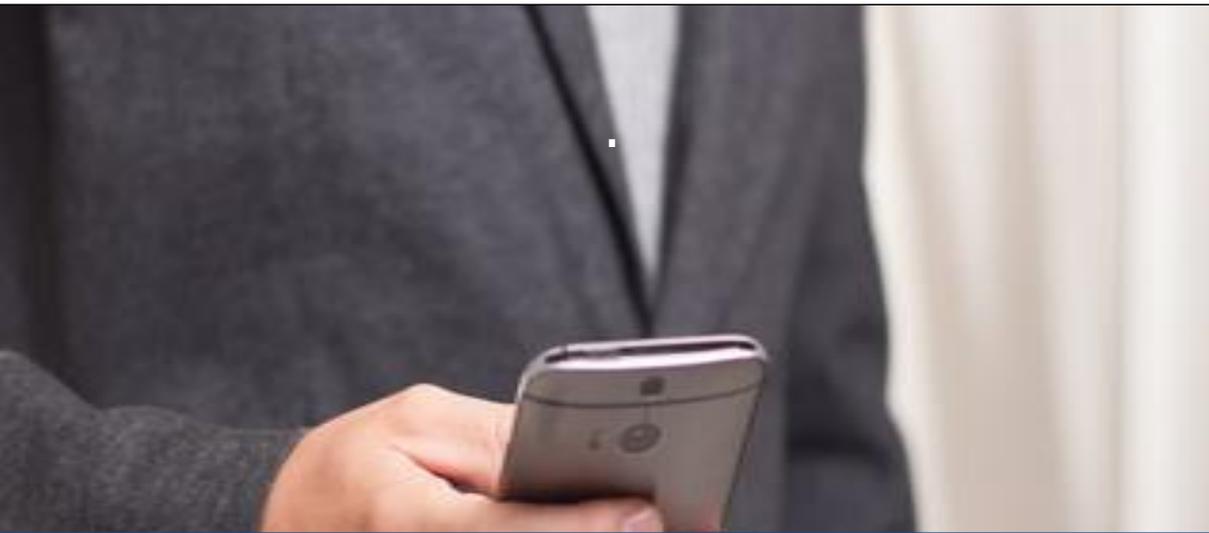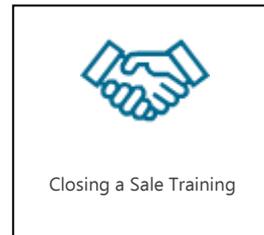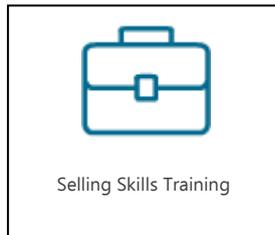
Challenges faced by the banking sector:

1. Up-skilling or upgrading of skills of employees is time consuming and expensive.
2. Implementing single customer relationship view is important for the success of banks as it helps in cross selling and up selling of their services.
3. Organising common platform for employees for training is tough.
4. Sales personnel must be educated in all aspects of product information.
5. Employees should be helped to achieve the main agenda of a bank - to serve customers better.

e-Learning

eLearning is the backbone of modern corporate training. With time it has ascertained its dominance over traditional training activities and has confirmed itself as the centre around which most training activities revolve. The modern learning management system is one of the primary systems on which eLearning courses play the role of content. The market for eLearning is rapidly increasing as well. Given the fact that eLearning can range from anything as simple as a plain text course to an interactive animated course or a simulation-based course, the market is forecasted to reach a staggering $224 billion by 2024 as reported by Global Market Insights.

Types of Courses for Sales Training

Product Knowledge Training	Selling Skills Training	Sales Negotiation Training	Closing a Sale Training	Conducting Effective Presentations **Training**

KLMS is an initiative of KLMS Hands-On Systems Private Limited is a mass Learning Management System platform designed to train an organization's dynamic workforce. KLMS is also designed and built to support mobile learning allowing your employees to train Wherever and Whenever.

E-Learning can help reduce costs while optimizing time; in particular, can maximize your training-related and e-learning ROI (Return on Investment).

Handson Systems Private Limited

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Address:
BG-5, Sector-II, Salt Lake Kolkata-700091, WB, India

Call: +919432257052
Email: info@handsonsystem.com
Website: www.hadsonsystem.com

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