

Customised Construction Sales Training



No.1

Career development is the Number one factor in employee retention, according to survey of 6,400 employees.

Training increases:

Company profits, revenues, referrals, new product ideas and customer satisfaction.

41%

Of employees with poor training opportunities plan to leave within a year of employment.



12%

Of employees with high training opportunities plan to leave within a year of employment.

FACT:

Training improves Customer Satisfaction

Generation Y graduates consider **Training** and company culture more important than **Salary**.



70%

Of 300 graduates surveyed valued professional development when choosing an employer, compared to 6% ranking remuneration as a important factor.

24%

HIGHER GROSS PROFIT MARGINS

218%

HIGHER REVENUE PER EMPLOYEE

For firms that invest \$1,500 per employee in training compared with those that spend \$125 per employee

BCIACADEMY
Building your competitive advantage

Customised Construction Sales Training

BCI Academy creates and delivers customised in-house trainings specifically targeted towards your business and learning objectives. Whether amending one of our existing programs or creating a training from scratch, we tailor our program exclusively to you and your sales team. We can incorporate your companies' real-life business cases to ensure the training relates back to your sales process and helps you overcome your biggest sales challenges. All our trainings are based on our in-depth insights and experience in the construction industry in South East Asia, Australia and New Zealand.

Advantages of Customised Training

- Addresses sales challenges specific to your business and industry
- Enables you to achieve better, long lasting learning outcomes
- Great for team building
- Lower-cost per person (vs. open training)
- More convenient as programs are delivered at a time and location that suits you

What to expect

- Extensive analysis of your business, goals and challenges
- Highly skilled trainers with in-depth construction industry background to train, coach & mentor your staff
- All administration, coordination, content development and facilitation is covered by BCI
- Option of BCI to run interviews with your key clients (upon request)
- Option of Follow up – Coaching of team members (upon request)

Testimonials

"The teamwork, attitude and passion the BCI staff showed was infectious and inspiring."
– Daikin

"I loved the depth of breaking down the sales process to a level I haven't seen in 26 years in the industry." - Polyflor

"It was a perfectly tailored program for myself and my staff. "Truly inspirational."
- Regupol

Have you got a sales team that could benefit from construction specific sales training?



Contact Ashleigh Porter, BCI Academy Manager today to organise a FREE consultation to discuss your training requirements at academy@bciasia.com