

Sales Foundation Day

Sales is a fundamental business discipline critical to the success of all companies. Indicator Foundation Day enables you to be successful and confident with distinctive B2B selling practices.

Why Foundation Day Works

Cemented with practical and adaptable tools, this workshop is delivered through bite-sized information which can be applied in your day to day role. Our one-day workshop improves focus and motivation for extraordinary results and has been designed from years of sales experience, reinforced with current best practice.

Foundation Day is suitable for both those new to sales, and those with more extensive experience wanting to hone their skills.

To continue development and embed learnings, participants can follow up Foundation Day with enrollment into Indicator Sales Academy at discounted rates. Sales Academy is a monthly workshop bringing together like-minded people, to continue development of sales skillsets, apply learnings, and grow confidence.

Investment

TIME Special rate **\$975 + GST** ~~\$1,250 + GST~~

Who it's for

- ✓ Sales Managers
- ✓ B2B Salespeople
- ✓ Business Development Managers
- ✓ Account Managers
- ✓ Sales Development Representatives
- ✓ Anyone keen to develop their sales skills

Core Content

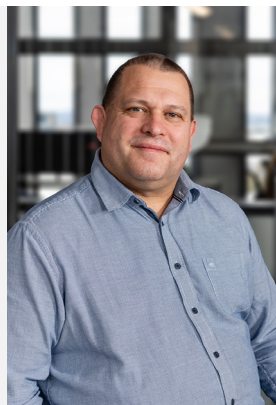
- ✓ Mindset & Resilience
- ✓ Prospecting
- ✓ Ideal Customer Profiles
- ✓ Sales Process
- ✓ Qualifying Buyers
- ✓ Account Managers

[Register Now](#)

Facilitated by either:

Micahel Fooks
Head of Training

Michael is known for his clear, direct training style and ability to shift behaviour fast. A former tech sales leader, now one of NZ's top sales coaches, Michael blends psychology with deep commercial know-how.



Simon Dickson
Sales Leader & Trainer

Simon brings a straight-talking, practical approach to sales training and change management. He focuses on lifting capability, aligning the team, and driving outcomes that matter. He knows how to cut through the noise and connect the dots between sales and business strategy.

