

PRESS RELEASE

Miller Heiman Sales Academy comes to Brussels

Miller Heiman Certified Sales Professional Program for Sales Leaders and Sales Managers offered by Miller Heiman and Minds&More

Brussels, June 2014

This is an important milestone for Belgium: after the great success in Germany and in the UK the Miller Heiman Sales Academy is moving now to the next region, Belgium. Miller Heiman and Minds&More will host the Certified Sales Professional Program from August 25 to August 30, 2014 in Brussels.

„The Sales Academy enables Sales Leaders and Sales Managers in Belgium to achieve the highest level of “Miller Heiman Certified Sales Professional” within six days only! All workshop modules will be held in English language and can be booked individually .” so Siegfried Kreuzer, Managing Director Miller Heiman Europe. Sales experts with long term practical experience will teach the Miller Heiman sales system applied by World Class Sales Organizations.

The following modules are included in the Miller Heiman Certified Sales Professional Program: Strategic Selling, Conceptual Selling, Key Account Management (LAMP), Securing Strategic Appointments, Executive Impact and Negotiate Success.

The Miller Heiman Sales Best Practice Study shows annually, that World Class Sales Organizations offer personal development initiatives frequently to their sales teams. World Class Sales Organizations respect the value of the individual for the company. They are aware of the potential of personal development initiatives for permanent performance improvement

and profit from a low fluctuation rate and highly motivated employees. Miller Heiman is known as the world leader in improving sales performance for more than 35 years now.

More and detailed information on the Brussels Miller Heiman Sales Professional Program and the workshop modules can be downloaded on <http://www.millerheiman.eu/en/training.html>

Miller Heiman – The Sales Performance Company

Miller Heiman is a proven leader in sales performance, bringing game-changing insight to sales leaders worldwide for more than 35 years. With the experience gained from more than 20,000 engagements, working with 1.5 million-plus alumni, we help businesses implement sales-execution best practices to increase close rates, reduce sales cycles and lower the cost of complex sales. Our clients profit from our world-class selling system and repeatable methodologies, which leverage extensive research and a precise, customer-centric approach to promote sustained results. With offices around the world (United States, Germany, United Kingdom and Australia), Miller Heiman delivers consistent and timely results. For more information, visit www.millerheiman.com.

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