

Accelerate your sales strategy with future-ready sellers

B2B buyer behavior has changed forever



60% of the buying cycle is now completed online

But many salespeople are not ready for it



70% of sales professionals shared they are struggling with the change



50% of organizations do not believe they have the right sales talent to manage it

Sellers need new competencies to thrive in the new sales environment



Digital skills



Remote selling



Adaptability



Resilience

But how do you make sure your sales talent possesses them?

You partner with SHL. Our critical hiring and development insights transform sales teams into a future-ready force capable of unleashing growth in the new environment.



increased likelihood of meeting sales quota



greater sales revenue



more likely to exceed targets

Get in touch now: shl.com/sales-transformation

SHL