



Change Zone
تغيير يصنع الأثر

Sales Growth Management In practice[®]

Sales Management for Sustainable Growth.

رسالة تغيير منذ 2005



معتمد دوليا
INTERNATIONALLY APPROVED

“CHANGE *That Creates* IMPACT

CHANGE THAT CREATES IMPACT”

At Change Zone, we believe in **Change That Creates Impact**. As Change Agents, we guide you through a holistic approach to transformation, ensuring real and lasting results. Through every stage of your change journey, we provide the coaching and support you need to turn your potential into sustainable success.



Our Values



Integrity

Change That Creates Impact begins with meaningful principles. We fuel our professional soul with the highest ethical practices that drive meaningful actions.



Creativity

Change That Creates Impact is fueled by innovation. We develop unique, tailored solutions that create transformative change and deliver lasting success.



Synergy

Change That Creates Impact thrives through collaboration. By working together, we achieve greater outcomes, creating sustainable, real-world change.

“

CHANGE
That Creates
IMPACT

CHANGE THAT CREATES IMPACT

”

The Story in a Timeline



Partnerships



**Authorized
Partner**

GEOGRAPHIC COVERAGE

- Jordan
- Saudi Arabia
- Iraq



The Journey in Numbers

Corporate Journey



20 years
Since 2005



5000+
Change Agents



100 Corporates

Training Journey



90%
Customer satisfaction



80%
Word of Mouth



8 Copyrighted
innovations



83%
Positive Impact

Consulting Journey



60+
Consulting projects, 1.5
Average years of
engagement



25 Served
Industries

Change Services Impactful

Management
Training
In practice[®]



Digital
Transformation



Management
Consulting



Growth
Psychology





What

&

Why?

Sales Growth
Management

In practice[®]



Sales Growth Management **In practice**[®]

Sales Growth Management in Practice[®] is an internationally accredited, results-driven training program. It offers a practical, systematic approach to sales management, covering proven processes, best practices, and actionable techniques from strategy to tactics. Designed for real-world application, it empowers professionals to drive revenue growth and enhance sales performance effectively.



A-Z Sales Management



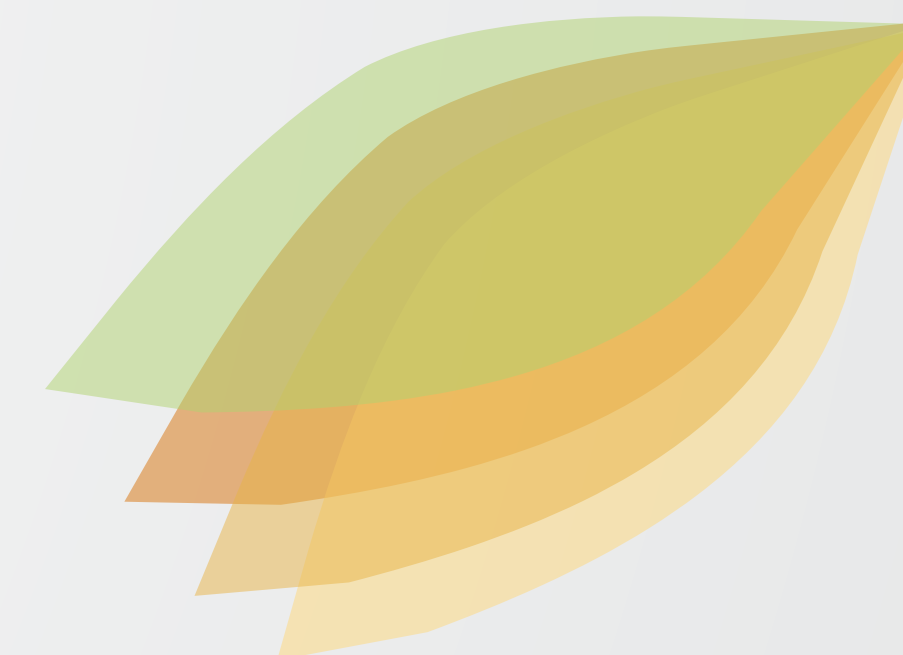
Systematic Growth



Sustainable Growth



Digital Transformation for Sales



Find Your Persona ..



Sales Manager

As a Sales Manager, I oversee sales operations and team performance. I seek to refine my sales management strategy, implement proven processes, and drive sustainable revenue growth.

Benefits

- **Refined Sales Strategies:** Learn advanced sales management techniques to drive team performance and results.
- **Increased Revenue:** Implement proven sales processes that contribute to sustained revenue growth.
- **Stronger Leadership Skills:** Develop the leadership abilities needed to effectively manage and motivate your sales team.



Sales Supervisor

As a Sales Supervisor, I lead my team's daily activities and aim to enhance operations through systematic sales management processes. I seek to improve team performance, drive better results, and develop my skills for future growth in sales management.

Benefits

- **Streamlined Team Operations:** Learn systematic sales management processes to improve team coordination and efficiency.
- **Enhanced Performance:** Gain proven techniques to optimize team output and drive better sales results.
- **Career Advancement:** Develop the skills needed to progress into higher sales management roles.



Business Owner

As a business owner, I want to master sales management to optimize operations, boost performance, and drive sustainable business growth.

Benefits

- **Optimized Sales Strategy:** Master sales management to improve business operations and boost overall performance.
- **Sustainable Growth:** Learn how to implement strategies that drive long-term business success and profitability.
- **Increased Efficiency:** Streamline sales processes to save time and resources while improving results.



Senior Sales Representative

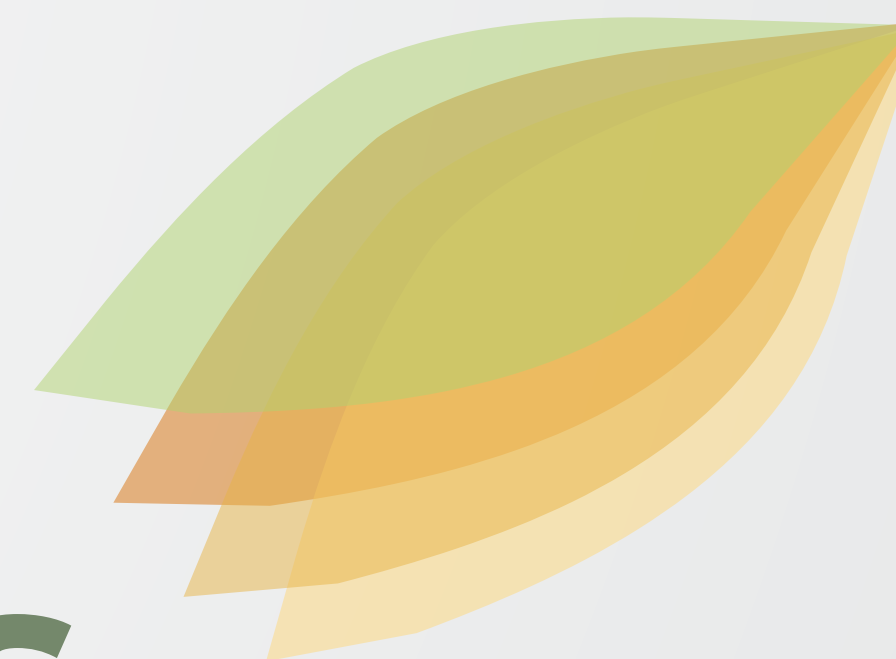
As a Senior Sales Representative, I aim to enhance account management strategies, streamline sales processes, and drive long-term revenue growth.

Benefits

- **Enhanced Account Management:** Master strategies for managing and growing corporate accounts effectively.
- **Long-Term Revenue Growth:** Implement systematic approaches to ensure consistent sales growth within corporate accounts.
- **Improved Sales Processes:** Optimize and streamline the sales process to maximize efficiency and results.



Modules



Live Interactive

Business Model Analysis

- Business Model Canvas
- The Value Proposition
- Brand Positioning

Sales Strategy

- Segmentation for Growth
- Sales Portfolio Analysis
- Targeting Strategies
- Objectives and Tactics

Sales Forecasting

- Sales Planning
- Acquisition Growth
- Key Accounts Growth
- Growth Initiatives

Funnel Management

- General Funnel Stage
- Funnel Planning
- Funnel Content
- Funnel Optimization

Sales Team Management

- Sales Workforce Planning
- Performance Management
- Motivation & Coaching
- Commission & Reward

Lead Management

- Lead Generation
- Sales Pipeline Management
- Conversion Optimization

Sales Dashboard

- Operational Sales KPIs
- Team Performance
- KPIs Conversion Ratios
- CEO Sales Dashboard

Customer Journey

- Customer Perception
- Customer Journey Analysis
- Touch Points Management
- Satisfaction & Advocacy

Recorded Self-Paced



Financial Intelligence

- Finance Basics
- Financial Insights
- Financial Statements
- Sales Expenses Management

Digital Transformation

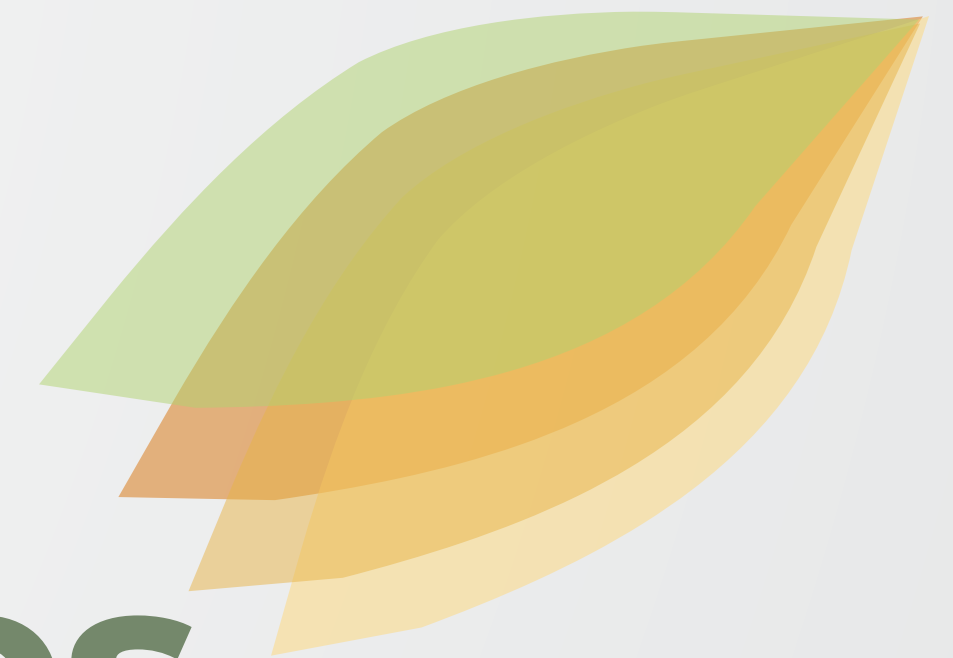
- CRM Technologies
- Sales & Marketing Automation
- Sales Analytics

Emotional Intelligence

- Energy Management
- Resilience
- Adaptation



Learning Outcomes





01

Sales Strategy

Develop tailored sales strategies aligned with company goals and market opportunities.

02

Digital Transformation

Implement digital tools and strategies to enhance sales processes and customer engagement.

03

Sales Forecasting

Predict future sales using data-driven techniques and adjust plans accordingly.

04

Funnel Management

Optimize the sales funnel for better conversion rates and process efficiency.

05

Sales Team Management

Lead and manage sales teams to improve performance and productivity.

06

Lead Management

Generate, qualify, and nurture leads effectively using CRM and data analytics.

07

Sales Dashboard

Create and use dashboards to monitor sales performance and make informed decisions.

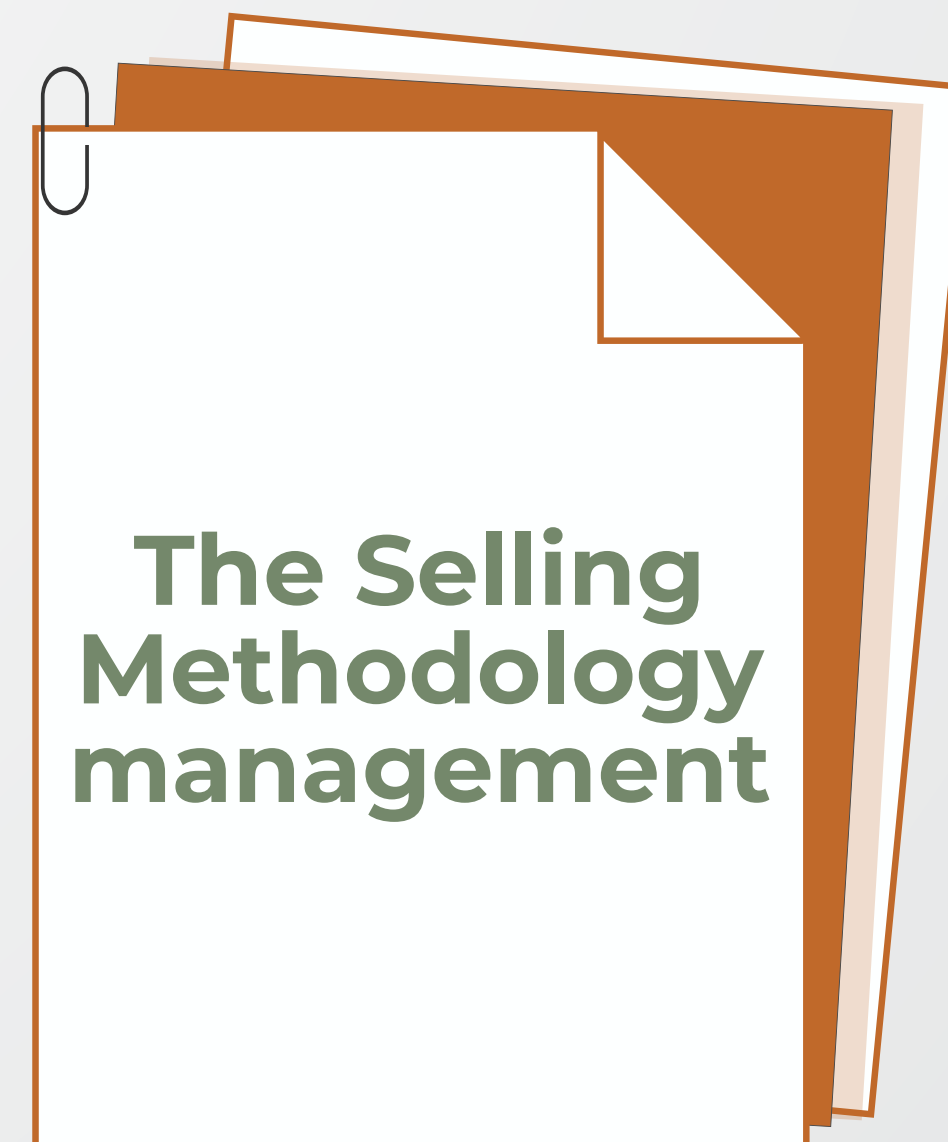
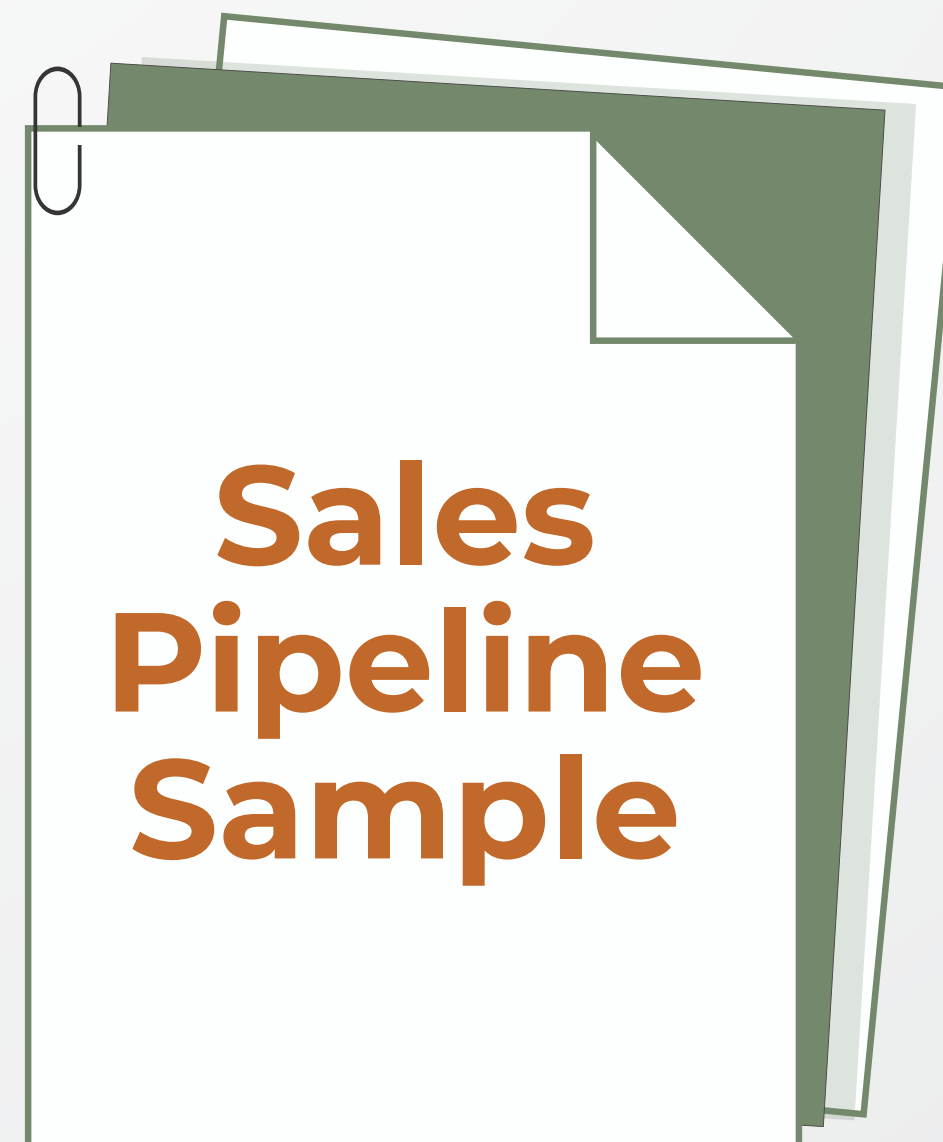
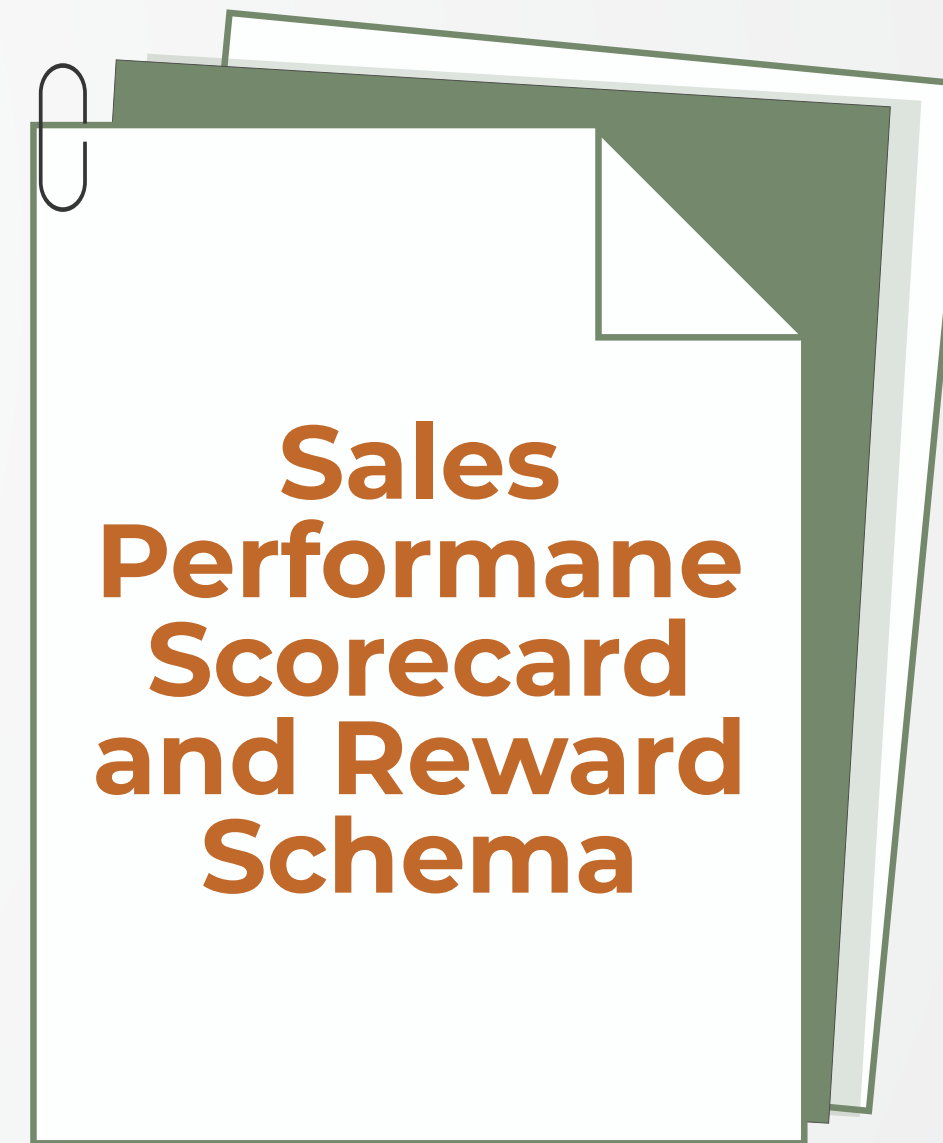
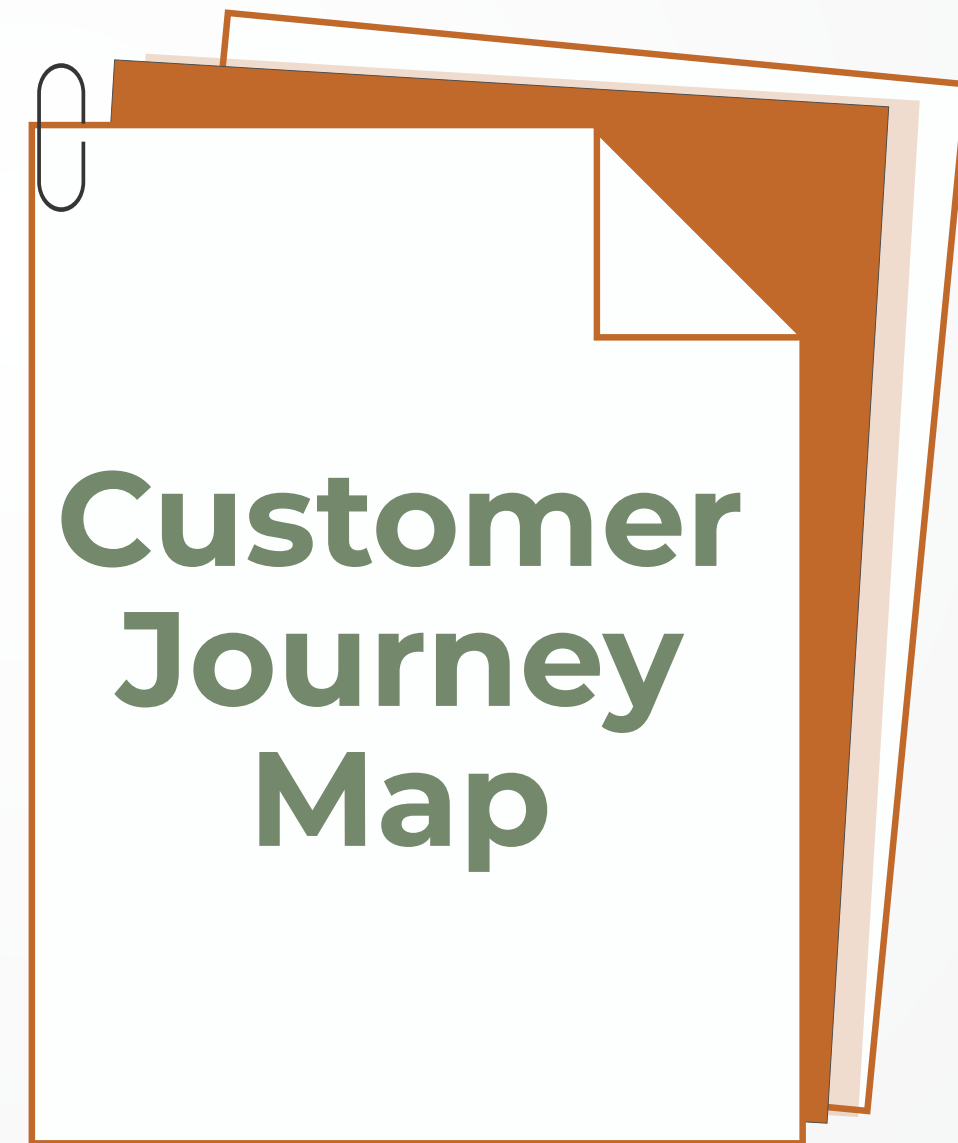
08

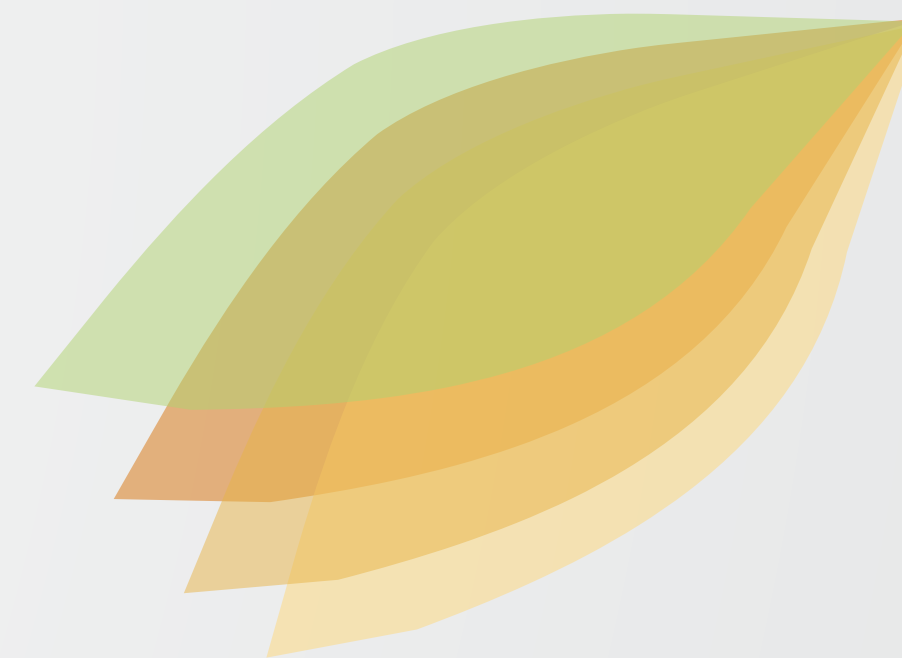
Customer Journey

Tailor sales approaches to each phase of the customer journey to increase conversions.



Your Project Deliverables





Certificate of Practice

Certificate of Practice

Duration of the Hours

IACET Accreditation

Code of Ethics

In recognition of my professional obligations I shall:

Accept full responsibility for work that I perform.

To the best of my ability, I will work in a socially responsible way.

Support, respect, and abide by the appropriate local, national, and international laws.

Make every effort to ensure that I have the most current knowledge and that the proper expertise is available when needed.

Share my knowledge with others and present factual and objective information to the best of my ability.

Be fair, honest, and objective in professional relationships.

Cooperate with others in achieving understanding and in identifying problems.

Take appropriate action in regard to any illegal or unethical practices that come to my attention.

Not to use knowledge of a confidential or personal nature in any unauthorized manner or to achieve personal gain.

Not to take advantage of the lack of knowledge or inexperience on the part of others.

Not to use or take credit for the work of others without specific acknowledgement and authorization.

Protect the privacy and confidentiality of all information entrusted to me.



Change Zone

Inspiring the Attitude of Change

Certificate of Practice

Mini MBA In Practice

This is to certify that

Alsheleh

, has completed on May 2023, (55) hours of classroom lectures, training, and coaching sessions, and successfully met the evaluation criteria of Mini MBA In Practice

Change Agent

Program Modules

- The Focused Business Model
- Strategic Management
- Marketing Management
- Project Management (PMI)
- Innovation and Growth Management
- Business Process Management
- Systems Thinking for Action
- Supply Chain Management
- Business Risk Management

- Financial Intelligence
- Sales Management
- Lean Six Sigma
- Change Management
- Quality Management - ISO 9001
- Human Resources Processes
- Managerial Leadership
- Digital Marketing Introduction
- Corporate Happiness

Project Name:

Project Deliverables:

Strategic Business Plan

Based on the evaluation, the project is

Passed

ACCREDITED

IACET

PROVIDER

Accredited by:

International Association for Continuing Education & Training

Granted Continuing Education Units: 4.6

Certified Change Agent



Change Zone

Signature

Amin lat

Certificate Serial No.

C-001-2022-04-BL-13

www.changezone.com

3, 2 Jaber Bin Hayyan St, Al-Shmisani Dist, Amman, Jordan

Program Modules covered

Project Deliverables

Final Result

Certification Unique ID



International Accreditation



International Association of Continuous Education and Training (IACET)



More Than
500
Universities
& Institutions

recognized Change Zone's CEUs



Certificate of Accreditation

The International Accreditors for Continuing Education and Training certifies that

Change Zone

has complied with the ANSI/IACET Standard, which is recognized internationally as a standard of excellence in instructional practices and is authorized to issue the IACET CEU.

Accreditation :

Accreditation :

Accreditation Number: 5660228-2



أكثر من 500 جامعة و كلية و مؤسسة دولية تعتمد وحدات التعليم المستمر الدولية CEUs الصادرة من Change Zone من ضمنها المؤسسات الاحترافية المذكورة

CEUs: Continuous Education Units



Since 1918

تعتمد



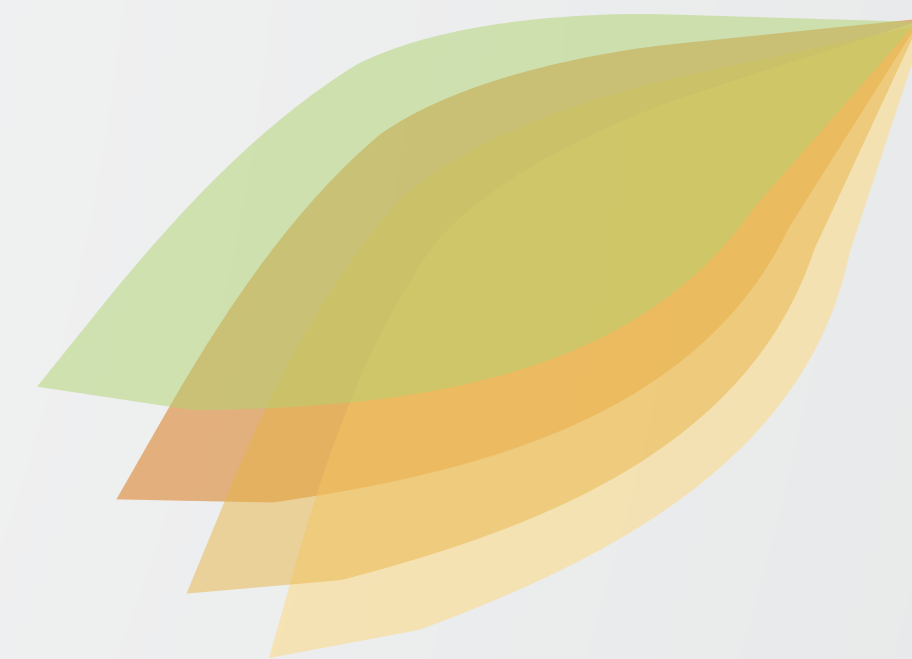
Since 1968

تعتمد المؤسسات الدولية التالية





Unique Experience





Unique Value



WOW Journey

- Digital Platform
- Customer Success Manager
- Positive Environment



In practice[®]

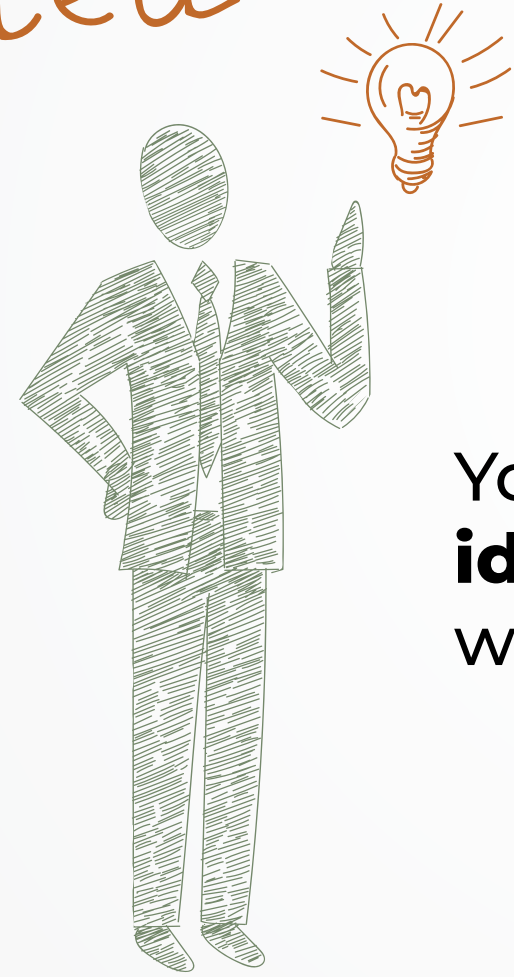
- Hands-on Project
- Templates Kit
- One-on-One Coaching



Convenience

- Onsite, online, recorded
- Financial installments
- Once a week

Idea



You Choose a **Project idea From Your Field** of work or your Company



Attend **workshops**

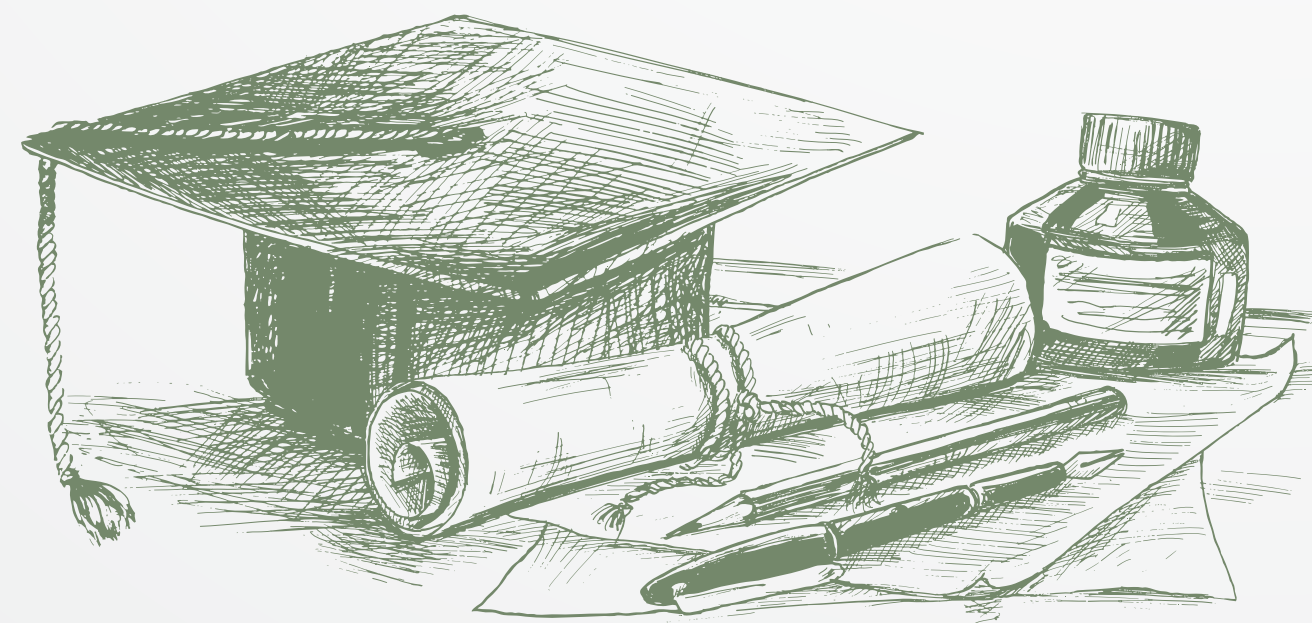
In practice[®]



Work on **your project** through the **period of the program**



Expert **coaches supervise** your project work One-on-One



Complete your project, **present it and grab your certification**

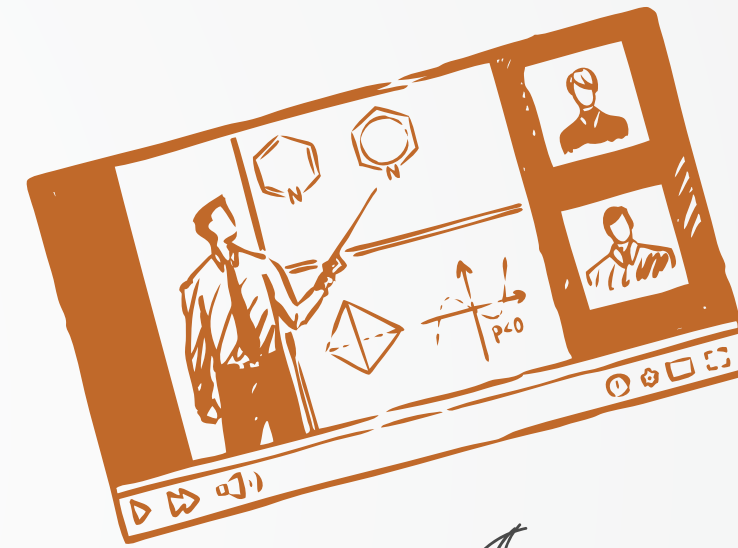
One-on-One Coaching

- **Your Private Time with a Coach**
- **Guidance Every Step of the Way**
- **Get Answers to Your Questions**
- **Collaborate and Explore Ideas**
- **Work Together to Solve Problems**

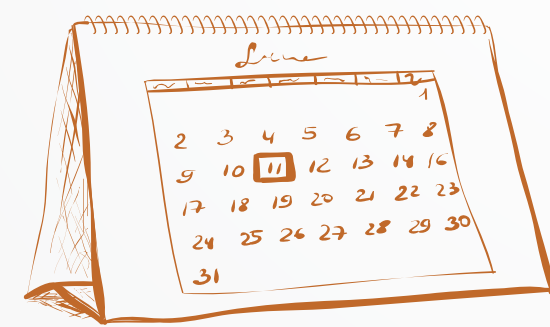


Convenience

Effortless Training, Designed to Fit Your Life.



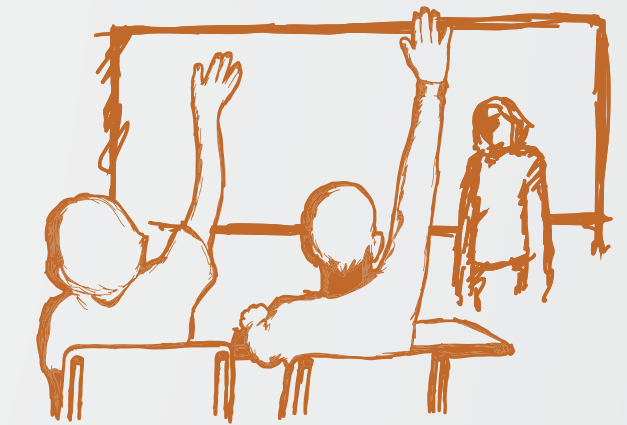
LIVE ONLINE



ONCE A WEEK



**YOUR CLIENT
SUCCESS OFFICER**



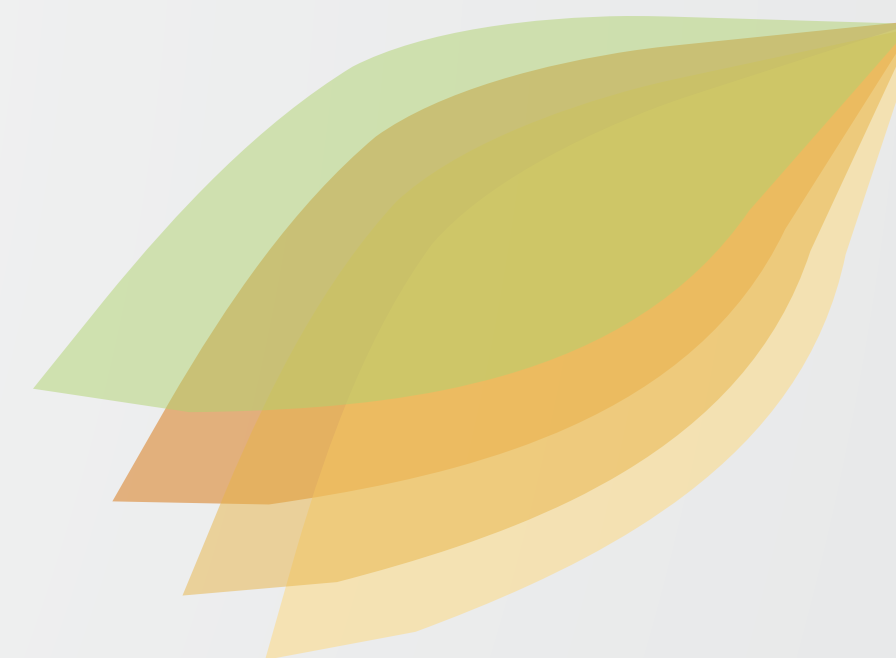
LIVE ONSITE



RECORDED

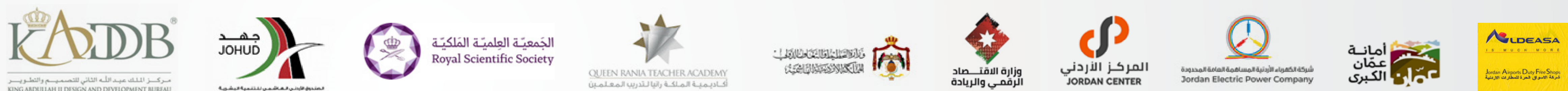
Digital Journey





Our Clients Since 2005

Government Sector



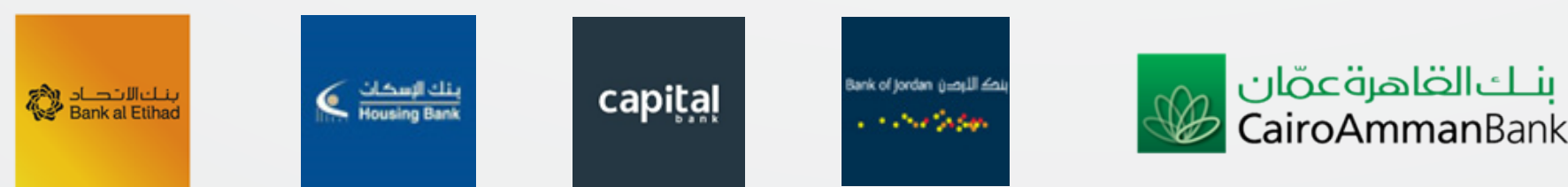
NGO

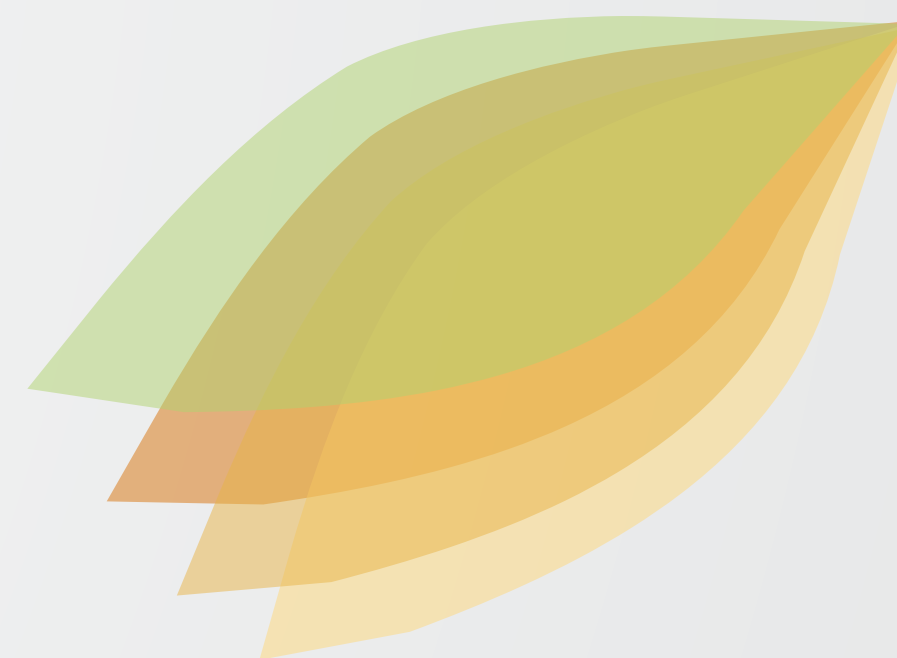


Private Corporate



Banking Sector





Testimonials

What our clients say about our program



Reviews

90% Recommend **490** Reviews

 **Zina M.B.**  recommends **Change Zone.** April 28, 2022 · 🌐

Mini MBA course, took me through rich topics and practical approach. professional and freindly teaching environment. well planned program supported with practical portal; freindly interface, useful tools, templets, recorded sessions that supports your learning experience and future practice in managing your projects.

Thank you change zone team. couldnt done it without your support 🌸🌸

  3 1 comment

 Like  Comment  Copy  Share

 **Dima Kanaan**  recommends **Change Zone**. ...
January 21, 2022 · 
A friendly environment with great coaching methods. I highly recommend the Emotional Intelligence course with Coach Amin.
 1

Lina Essam  recommends **Change Zone.** ...

April 13, 2020 · 

من افضل مراكز التدريب في الاردن وافضل المدربين
قمة في التعامل ومش ماديين
شكرا امن تعلمت منك الكثير اسلوب رائع في توصيل المعلومة واضح جدا المجهود المبذول في دوراتك
التدريبية وخصوصا الذكاء العاطفي والسعادة من اجمل الدورات انصح كل انسان بالتسجيل في هاي الدورات
تخاطب العقل بشكل علمي وممتع استفدت منها كثير في مختلف امور الحياة وتعطي كثير من التفاؤل والبهجة
والطاقة الايجابية لمواجهة كافة الصعوبات في الحياة
مع كل التقدير والاحترام للمركز وكل العاملين فيه وخصوصا افضل مدرب آمن 

 1

 Like  Comment  Copy  Share

A screenshot of a Google review from a user named Tamador Al-Shoqeirat, dated September 29, 2022. The reviewer has recommended the business "Change Zone". The review text states: "one of the perfect centers, efficient education, continuous follow-up, qualified team, i do recommend this center, it deserves more than 5 stars, im so grateful to complete my course successfully, special thanks to mr. Amin AL tal." Below the text are 20 yellow star icons representing a 5-star rating. At the bottom left, there is a red heart icon followed by the number "1", indicating one helpful vote. To the right of the heart is the text "2 comments". At the very bottom, there are three interactive buttons: "Like" with a thumbs up icon, "Comment" with a speech bubble icon, and "Copy" with a share/copy icon.

A screenshot of a Facebook post. The post is by Lina Al-Ammouri, dated November 2, 2021. The text of the post reads: "Mini MBA in the Practice has been a very useful and informative course for me. The course is highly recommended to anyone. Lina Alammouri". Below the text, there is a red heart icon and the number "3", indicating 3 likes. At the bottom of the post, there are four icons: a thumbs up for "Like", a speech bubble for "Comment", a circular arrow for "Copy", and a share icon for "Share".

 **Bashar A Al Shalabi**  recommends **Change Zone**.
March 10, 2023 · 

Besides their high degree of professionalism and expertise, I would strongly recommend Change Zone given their strong coaching orientation in addition to addressing the training needs of their Agents very efficiently. To date, I have taken 4 courses with Change Zone: Marketing & Selling Skills, Soft Skills, Mini MBA and Digital Marketing In Practice and have been very impressed with the support provided. Change Zone is an excellent choice for your training needs and requirements given the hands-on approach they apply.

 1  1 comment

 Like  Comment  Copy  Share

مداليا العفوري recommends **Change Zone**.
January 12, 2020 · 🌐

سجلت في كورس Mini MBA في Change Zone واستفدت كثير صراحه من هاي الدورة لانها تطبيق عملي للمشاريع وانا شخصيا شكلت الدورة لي حجر الاساس للبدء بتطوير العمل من الناحية الادارية .

اما ما يميز Change Zone هو طرح المادة بطريقة غير تقليديه ومتابعه المشاريع بطريقه فريده وخطوة بخطوة وتقديم الاستشارات .

شكرا من القلب لربي جبري وآمن التل .

اوصي بهذه الدورة

 **Saja Al Jarrah** recommends **Change Zone**.
July 8 · 🌐

دورة الذكاء العاطفي اكثر من رائعہ وقدرہ امن التل على القاء مفاهيم الدورة كانت رائعہ
سيكون عندك القدرة على فهم مشاعرك ومشاعر الاخرين
تقبل وحب ذاتك الاصيله وتقبل الاخرين ومشاعرهم
القدرة على فهم المعتقدات المخزنه والطقوس التي تمارسها والتجارب التي ممكن ان تكون سبب في تغير
مزاجك
القدرة على تمييز بين مشاعرك وشخصيتك
نهاية الدورة تصل لمرحلة السكينه والسلام الداخلي وعدم لوم ذاتك وعدم لوم الاخرين
اشكرا من القلب امن التل وفريق العمل المتميز 🧡💖

1

Like Comment Copy Share

 **Ruba Adelbi** recommends **Change Zone**.
October 12, 2019 · 🌐

I took the CEO in Practice, it's really a very step forward to me and took me to another level , it's different from any other programs, as it covers all aspects from Enterprise Growth and strategic themes(cost optimization, sales management, lean enterprise , corporate and financial intelligence ect..) its all implemented through practice and diagnosis, you will be able to make high level decisions about strategy and financial analysis and intelligence , diagnosis of ur enterprise , develop new thinking and problem solving and innovative techniques, oversee company's fiscal budgeting , and of course a lot more .
Thank you change zone,

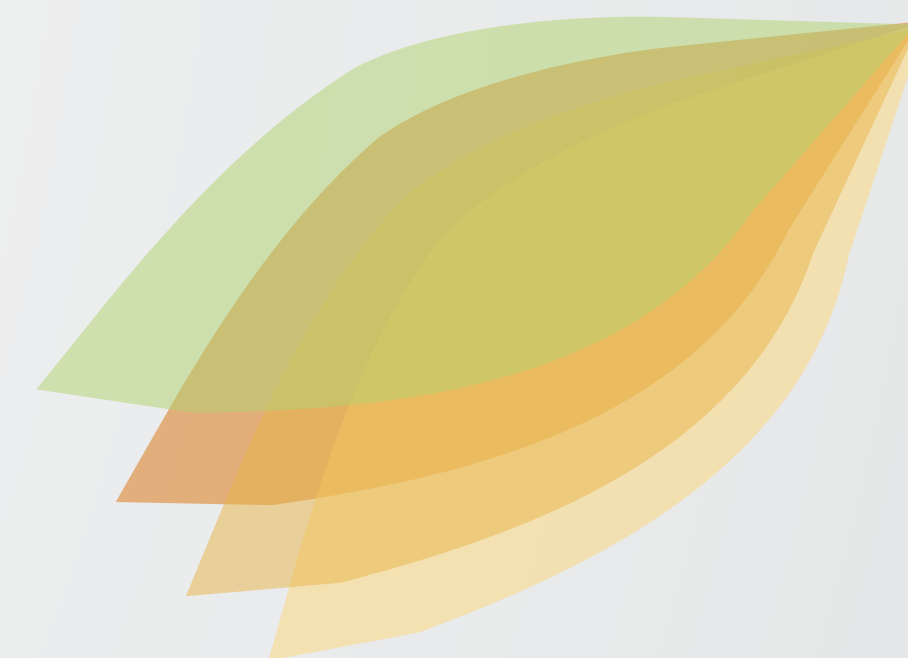
I also took EI course, (it's life changing) , you will develop self awareness and fully understand your emotions , and effectively expressing your own emotions, and be ur authentic self , you will have power of self management and control, it's a road map in your brain , you will go and tackle places in ur brain and discover and adopt a wonderful way of thinking.

❤️ 1

👍 Like 💬 Comment 📄 Copy ➦ Share



Program Information



DURATION

Total Hours : 30

- Training Workshops
- One-on-One
- Coaching
- Project Work

12 weeks

2 Hours



PAYMENTS

Monthly Installments

Program fees can be paid over

Group Discounts

are applied

Payment Methods

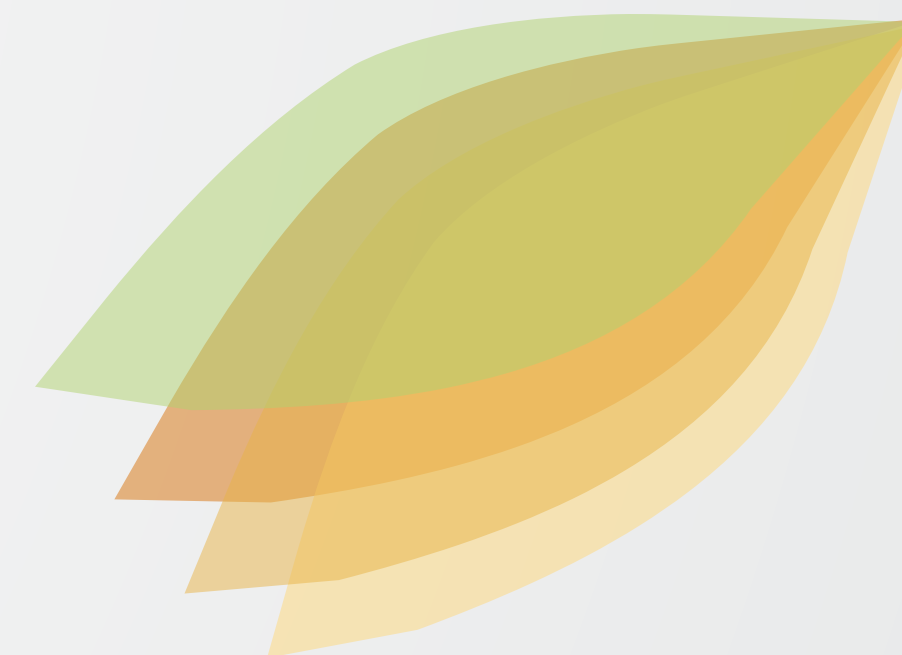
- Cash
- Bank Transfer
- Bank Deposit
- Visa/Master Card
- Online Payment





FAQs:

Frequently Asked Questions





Is on Onsite better than Online?

In Change Zone, the onsite and online is just the **same exact experience**: white boards, group discussions, workshops, and we open cameras to feel each other. We also work on project templates and cases and share screens. We also have fun and develop friendships.

Why Do We Take One Session, Once a Week?

Enough time between sessions develops better **comprehension**, gives space to **work on your project**, and to **do self-study** and reviews.

Who Are the Trainers?

Trainers are **Change Zone's full-time business consultants** and trainers, with more than **20 years of experience**, in more than 25 sectors, **masters degree** in management, professional **certifications**, and **hands-on experience** in change management consulting.

Can I compensate a class or attend it again?

Of course, you can compensate with other classes and/or attend the recorded sessions



Change Zone
تغيير يصنع الأثر

THANKS!

Contact Us

P : +962 5 666 848

E : info@changezone.com

M : +962 79 666 5144

w : chagnezone.com

