Corporate Sales Onboarding and New Rep Ramp Up

Sales and Marketing

Course Overview

Corporate Sales Onboarding and New Rep Ramp Up: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live online.

What You Will Achieve

- Explain the core principles and current good practice in Corporate Sales Onboarding and New Rep Ramp Up
- Apply practical tools and techniques for Corporate Sales Onboarding and New Rep Ramp Up in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Corporate Sales Onboarding and New Rep Ramp Up in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Setting the scene: Corporate Sales Onboarding and New Rep Ramp Up in today's organisation
2. Key concepts and the language of Corporate Sales Onboarding and New Rep Ramp Up
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Corporate Sales Onboarding and New Rep Ramp Up with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
9 to 13 Nov 2026	Nairobi	**$1,650**
30 Nov to 4 Dec 2026	Kampala	**$1,395**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.