



Markus Milz

Too little turnover. Too few orders. You have the feeling: There is more in sales? But where should you start? Lower prices? Motivate sales? CRM, systems, training? Or would you rather reform your sales department holistically, quickly and sustainably? No, this is not a gamble! It is the logical consequence of the year 2020 - which is seen by many as a crisis year. However, it is a year of opportunity that will make companies aware of their construction sites and unfinished homework. And it means that we can take innovative steps that would otherwise have taken years. Markus Milz will show you in his presentations exactly where your opportunities lie. And how to seize them in such a way that you are guaranteed to make your company more successful: From strategy to leadership to sales. Learn from him: How to find the ideal strategy and implement it successfully. How to introduce a structured success process and how to obtain flexible tools. Because you know: If you only have a hammer, everything looks like a nail to you.

” **SALESTOOLBOX® – the expert for sales management and leadership with system**

TOPICS

- + **„Winners of the future - successfully shaping change“**
 - The world is changing - and where exactly do you need to change?
 - Clear perspectives for decisions in uncertain times
 - How to future-proof your company
 - Know and master the current rules of the game in the world
 - Digital sales does NOT mean zoom meetings!
 - Sales is now doing marketing. Really?
- + **Sales champion strategies for executives – Guide to systematic sales**
 - Want to, Can, May, Do - Which way is it?
 - The role of the manager in sales - today and tomorrow
 - Today and tomorrow
 - Best Practice - The SALESTOOLBOX® for successful sales with a system
- + **Superheroes in sales! – Chaka-Chaka or system after all?**
 - How to profitably increase sales from new and existing customers with a systematic sales process
 - How to exploit the full potential of your existing customers with clever customer segmentation
 - Best practices - experience and apply efficient sales processes
- + **Price with strategy – There is always someone who does it cheaper!**
 - Price as a quality characteristic: Why cheap is often not profitable
 - How to find your individual value drivers and determine your own „right“ price
 - How to respond to objections such as „too expensive“ and keep the upper hand in price negotiations
- + **Distribution is dead, long live distribution! – Digital selling in the 21st century**

REFERENCES & PRESS

- „Mr. Milz's presentation was fresh, unconventional and technically very competent. He skillfully combines practical thinking with a lot of sales experience and a good pinch of humor.“
Dr. Karl Pfaff, CEO, GLS Germany
- „We are totally enthusiastic! Mr. Milz took our members, customers and partners on an exciting journey with his presentation, There is always someone who does it cheaper“ and provided a refreshingly new perspective on the topic of „pricing.“
Hans Joachim Arnold, Chairman of the Board, Arnold Glas
- „With his humorous presentation on the topic of pricing, Mr. Milz got us thinking. A very appropriate mix of facts, ideas and anecdotes – super!“
Thomas Hildenbrandt, head of sales, Profile Inland, VEKA AG
- „Through your rousing presentation, you made a decisive contribution to the success of our field service conference. The participants were enthusiastic!“ **Andreas Thiede, CEO, GEHE**
- INSPIRATION
„Great presentation about efficiency and effectiveness in sales! You can tell that Mr. Milz not only has excellent know-how, but also a lot of passion for the topic. He understands how to convey the crucial things in a motivating and gripping way!“
Georg Lecheler, Partner, Oppenhoff & Partner

INSPIRATION
„Life must be understood backwards, but lived forwards.“ This Kierkegaard quote has left its mark on me. Those who live in memory miss out on a future of fantastic opportunities. That's why I support people and companies in realizing their potential. Because this requires crossing borders, understanding the old and daring the new, I expand my horizons on my travels through the fascination of foreign cultures.

FEEES / TRAVELEXPENSES / LANGUAGES

LIVE BOOKING

MEDIA & RECOMMENDATION

Keynote speech	fee group D
Daily rate	fee group D
Travel costs	Cologne
Languages	



<p>Das Vertriebskompendium ISBN: 978-3648155325 79,95 €</p>	<p>Systematischer Vertrieb ISBN: 978-3648142592 9,95 €</p>
--	---