



iUniversity
BY IYDA

Strategic Sales Leadership & Revenue Growth Bootcamp

iUniversity by IYDA

Duration	5 Months
Learning Hours	220 Hours
Mode	Online / Offline / Hybrid
Eligibility	10+2 / Graduate / Working Professionals
Level	Beginners to Advanced
Certification	Certificate of Completion from iUniversity by IYDA

Module 1: Foundations of Strategic Sales

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 2: Sales Leadership and Team Management

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 3: Customer Relationship Management

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 4: Consultative and Solution Selling

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 5: Revenue Growth Strategies

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 6: Sales Forecasting and Pipeline Management

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 7: Negotiation and Closing Techniques

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 8: Key Account Management

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 9: Digital Sales and Social Selling

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 10: Sales Analytics and Performance Metrics

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 11: AI-Powered Sales Automation

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Module 12: Capstone Project and Industry Case Studies

Hands-on learning through simulations, role plays, real-world case studies, and practical assignments.

Tools & Platforms Covered:

- HubSpot CRM
- Salesforce
- Zoho CRM
- LinkedIn Sales Navigator
- Google Analytics
- ChatGPT
- Power BI
- Excel
- Canva
- Mailchimp

Career Opportunities:

- Sales Executive
- Sales Manager
- Business Development Manager

- Revenue Growth Specialist
- Key Account Manager
- Sales Operations Analyst
- Customer Success Manager