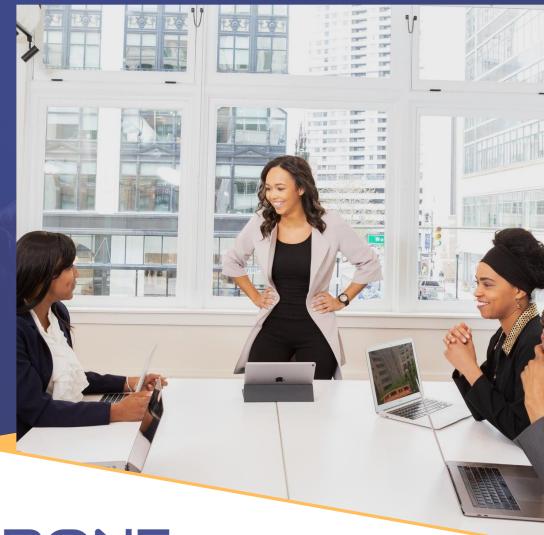# SALES ANALYTICS CERTIFICATION

As per International Standards

UNICHRONE

Unichrone Training Advantages

✔ 1 Day Interactive Instructor-led Online/Classroom or Group Training

✔ Course study materials designed by subject matter experts

✔ Mock Tests to prepare in a best way

✔ Highly qualified, expert & accredited trainers with vast experience

✔ Enrich with Industry best practices and case studies and present trends

✔ Sales Analytics Training Course adhered with International Standards

✔ End-to-end support via phone, mail, and chat

✔ Convenient Weekday/weekend Sales Analytics Training Course schedule

About Unichrone

✔ We are a professional training institute with an extensive portfolio of professional certification courses. Our training programs are meant for those who want to expand their horizons by acquiring professional certifications across the spectrum. We train small- and medium-sized organizations all around the world, including in USA, Canada, Australia, UK, Ireland and Germany.
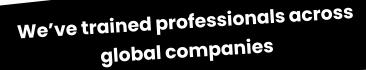
Guaranteed Quality

Handpicked Trainers

Global Presence

Online Training Option

We've trained professionals across global companies

PHILIPS

AXCESS
FINACIAL PRODUCT MANAGEMENT

CLARIANT

AkerSolutions

WÜRTH

baycoat

DU PONT

DASHTI

GlobalSign

TriskeleLabs

مصرف الراجحي
Al Rajhi Bank

DHL

ARASCO أراسكو

EMERSON

accenture

VOLVO

AMA
AMERICAN MEDICAL ASSOCIATION

sitel group

Signify

Atos

LEAR CORPORATION

UNICHRONE

Importance of Sales Analytics Training

✓ Sales Analytics Certification is for organizations and individuals who hope to optimize their sales performance and revenue generation. The essential learnings from this certification can be utilized to understand the best practices to harness the power of data for strategic decision-making. This specialized credential is designed for sales professionals, data analysts, and business leaders. They can raise their career to the upper level with Sales Analytics Certification. To add more, this certification provides a commanding knowledge of the predominance of data in sales and the process of data analysis.

✓ Specific actions can be identified for distinct points in sales processes when reading through Sales Analytics Course. Participants will get to know about sophisticated analytical methods, including data mining, statistical modeling, and use of predictive analytics for pattern, trend, and opportunity identification. They shall be able to master use of data visualization tools in the creation of effective data narratives with the intention of presenting outcomes to varied viewers. Also, during training, use of data cleaning, data preparation, and data integration shall also be taught in order to enhance data credibility.

ELIGIBILITY CRITERIA

✓ Aspirants need not meet any requirements to pursue Sales Analytics Training Course. However, having prior knowledge is beneficial.

WHO SHOULD ATTEND

✓ Any individual who wants to gain skills in Sales Analytics can enroll in the Sales Analytics Training course.

Syllabus of Sales Analytics Training

Lesson 01 – Introduction to Sale Analytics
1. What is Sale Analytics?
2. Importance of Sales Analysis
3. Challenges of Sales Analytics
4. Benefits of Sale Analytics
5. Sales Analysis Techniques for Businesses

Lesson 02 – Types of Sale Analytics
1. Market Research
2. Prescriptive Analysis
3. Diagnostic Analytics
4. Sales Effectiveness Analytics
5. Product Sales Analytics
6. Sales Pipeline Analytics
7. Predictive Sales Analytics

Syllabus of Sales Analytics Training

Lesson 03 – How to Measure Sales Performance?

1.	Estimating Efficiency of Sales Productivity
2.	Keeping a Record of Lead Response Time
3.	Using Opportunity Win Rate Statistics

Lesson 04 – How to Perform Sales Analysis?

1.	Select the Data for Analyzation
2.	Identify Tangible Sales Targets
3.	Decide Analysis Frequency
4.	Collect Data Manually or Use a Sales Analytics Tool
5.	Visualize the Data for Deeper Understanding
6.	Analyse the Data and Monitor the Trends
7.	Prepare a Future Action Plan

Syllabus of Sales Analytics Training

Lesson 05 – Sales Analytics Tools	
1.	HubSpot Sales Hub
2.	Power BI
3.	MaxG
4.	Zoho Analytics

Exam Format of Sales Analytics Certification

Examination Format	
Exam Name	**Sales Analytics Exam**
Exam Format	Multiple Choice
Total Questions & Duration	30 Questions, 1 Hour
Passing Score	Minimum passing score of 70%
Exam Cost	Included in training fee

To get you fully prepared with the knowledge and skills for Sales Analytics, a training session at Unichrone gives immense importance to mock questions at the end of every module and problem-solving exercises within the session. Prepared by certified faculty, the practice tests are a true simulation of the Sales Analytics exam.

Contact Us

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https://unichrone.com/