

Global
Sales
University



COHORT 7

JULY 16TH

Fundamentals of
Selling
Program (FSP)



About Global Sales University

At **Global Sales University**; we help organisations transform their sales team into high-performing revenue drivers through flexible, self-paced digital learning that delivers skills and measurable outcomes until they meet and exceed their target.

Value Proposition

- Build high-performing sales teams with self-paced, digital training designed to rapidly accelerate business growth.
- Empower your revenue teams with practical skills that boost conversion rates, shorten sales cycles, and maximize client retention.
- Ditch rigid, expensive traditional models. Train entire teams consistently and efficiently with on-demand digital pathways—zero operational disruption.



Fundamentals Of Selling Program

- ✗ Are you missing your sales targets month after month?
- ✗ Do you struggle to respond when prospects push back?
- ✗ Are you relying on instinct instead of a proven sales process?
- ✗ Have you ever lost a deal you felt should have closed?
- ✗ Tired of watching others outperform you?

The Fundamentals of Selling Program is a 30-day self-paced program designed with practical strategies, roleplays, and real-world tools to help salespeople build trust, connect with buyers, hit and exceed their targets and ultimately become the trusted experts that buyers love to relate with and buy from.

Before FSP



Nervous and uncertain in sales conversations



Struggling to close even warm prospects



Unpredictable results month after month



Losing opportunities to competitors



Underearning and undervalued

After FSP



Confident communicator clients respect



Trusted advisor who closes with ease



Consistent top performer every quarter



Becoming The First Choice for More Prospects



Increasing Your Income and Professional Value

WHAT MAKES THIS INVESTMENT VALUABLE TO YOU?

For Individuals:

- **Sales Growth & Performance:** Master proven sales techniques to attract, retain, and grow your customer base while boosting business results.
- **Structured Learning Path:** Gain practical sales expertise through tailored training, regardless of your experience level.
- **Flexible Learning Experience:** Learn at your own pace with self-paced modules, resources, and live interactive sessions.
- **Industry Networking:** Connect, learn, and grow with peers and experienced industry professionals.
- **Certification & Recognition:** Earn a respected certification and be recognized as a graduate of Global Sales University.

For Corporate:

- **Team Progress Visibility:** Gain clear insights into your employees' learning progress and performance.
- **Consistent & Accessible Learning:** Ensure all participants, regardless of location, access the same high-quality learning experience.
- **Cost & Time Efficiency:** Reduce training costs and time commitments with a flexible, affordable learning solution.



FREQUENTLY ASKED QUESTIONS

1. What do I get when I register?

If you register today this is what you get:

- One month of hardcore consultative selling that would transform you from a seller to a consultant and help you meet your target this year
- Self-paced learning and live classes with roles plays to deliver maximum impact
- Comprehensive Guide to AI-Led Selling
- A Global Sales University certificate
- Access to AI tools to generate hundreds of leads

2. What is the learning schedule and learning duration

FSP Cohort 7 starts on July 16. Participants will need to commit 40Mins of learning 2 times a week totaling about 10hours of learning during the one month duration. The total time commitment required is 10hours.

The live classes will hold on Aug 5 and would be recorded for those who are unable to join.

3. Are there alternative payment plans

Yes, you can pay in installment. The total cost is N59,000 but you can start with N20,000 and pay the rest before the training begins.

4. Who is the trainer?

The trainer is Bunmi Jembola. He is reputed as the best sales trainer in Africa having trained over 20,000 sales and business professionals in 1,000+ companies spread across over 30 sectors. He had frontline sales experiences cutting across multiple industries. He is the CEO, of SalesRuby

Secure your spot in the full FSP1 program now. JOIN TODAY

**The future of your pipeline depends on what you do today.
This year, you would be better by far.**

Your Investment in a Higher Earning Future

Chose the Plan that fits you



Individual

For sales professionals & freelancers

₦59,000 /person

Start Learning Today

What you will get

- Intensive online self-paced learning experience
- Comprehensive online real-time sessions
- Scenario-based case studies
- Gamified assessments
- (Access to facilitators, group discussions, assignments and additional learning resources.)
- Post-training impact reinforcement sessions
- Certificate issuance



Corporate

For team of 5+ persons

₦120,000 /person

Book Team Enrollment

What your team will get

- ✓ Everything in Individual Package
- ✓ Access to 10 modules
- ✓ Global Certification
- ✓ Management visibility to learning progress



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