

## Sales Coaching Institute Goes Virtual to Train Cisco Sales Professionals

**Chicago, Illinois, March 30, 2020:** Later this week, Sales Coaching Institute leaders Doug Dvorak and David Sanders will co-present two sales training webinars to more than 2,500 Cisco employees.

Cisco – a worldwide leader in IT, networking and cybersecurity solutions – is headquartered in California so most of its salespeople are currently in lockdown due to the COVID-19 pandemic. In addition to providing important and timely training to the Cisco team, the webinars will offer a glimpse into the way many American companies need to function until the coronavirus crisis is resolved.

Titled *Accelerating Your Sales in Today's World*, the webinars will take place on Wednesday, April 1 and Thursday, April 2.

Sales Coaching Institute CEO Dvorak said he is not surprised Cisco was one of the first major companies to quickly pivot to his online services during the pandemic.

“Being agile and flexible in the face of adversity is what makes great companies great. Cisco did not get to where it is today without being adaptable and ready to do whatever is necessary to keep moving forward,” Dvorak said.

“These webinars will allow their salespeople to continue improving and learning new skills even as they are in isolation and unable to go into the office. Online training is just one of the coaching options that we offer, and it is of particular value at times like these when we can't travel to present in person.”

A global leader in the field of sales coaching and training field, the Sales Coaching Institute is dedicated to helping companies develop strategies that optimize results and reach new heights of sales performance.

For more information on the Sales Coaching Institute, the Cisco webinars or any other upcoming events, visit their website or call 847-359-6969.

**About the Sales Coaching Institute:** The Sales Coaching Institute's certified instructors have offered industry-leading sales training and coaching to companies all over the world for more than 25 years. The organization takes an individualized approach to optimizing the sales operations of each company it works with to ensure their ongoing success. Visit their website at [www.salescoach.us](http://www.salescoach.us).

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