

Agile in Sales

Equip your sales teams with agile practices that improve responsiveness, enhance customer collaboration, and deliver more consistent, high-impact results in a rapidly changing market.



 **Live | Instructor led**

Duration:
5 hours

Credential:
Microcredential

Languages:
English



Who it's for

- Sales professionals at any stage of their career
- Sales leaders managing agile transformations
- Revenue and operations teams looking to align around agility



Why it matters

Agile in Sales helps sales teams stay aligned, learn quickly, and respond to evolving customer needs—improving both team performance and buyer satisfaction.

Bundle with: Agile Essentials, Scrum Essentials, Agile OKRs



Key learning outcomes

- Apply agile values and principles to sales environments
- Adapt sprint planning, stand-ups, and retrospectives for sales workflows
- Increase team alignment, forecasting accuracy, and adaptability
- Build a collaborative, value-focused sales culture

Course modules

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| 1. Why Agile for Sales? | 5. Measuring Success in Agile Sales Teams |
| 2. Agile Values and Mindset in Sales | |
| 3. Sales Team Roles and Collaboration | 6. Scrum and Kanban in Sales |
| 4. Agile Planning and Cadence in Sales | |

“It was very interactive; the instructor was very experienced and knowledgeable. I enjoyed this course.”

— Agile in Sales student

