

# Certificate of Sales Excellence



THIS CERTIFICATE IS AWARDED TO

**Brian Kainec**



Creating Trust & Respect

Thinking Strategically

Decision Drivers

Value Selling

Asking the Right Questions

Business Case Creation

Driving the Behaviour Change

Opportunity Win Lab & Coaching with the App

Date of achievement: 21/01/2021

**RUN AT *BEST***  
SALES EXCELLENCE

*Andre Kleine*  
Andre Kleine | Trainer