



1-Day Intensive  
Executive Workshop

# AI for Sales Leaders & High- Performance Sales Teams

**Lead Smarter. Sell Faster.  
Grow Predictably.**

***Ideal For: Sales Leaders,  
Sales Managers, Business  
Owners, Entrepreneurs***

# IKTAR

www.IKTAR.org



**A Premium Executive Training Program on  
Sales Leadership and Artificial Intelligence**

Transform your sales leadership with practical AI-powered strategies that drive measurable revenue growth. This 1-day executive workshop equips sales leaders, managers, and business owners with the insights, tools, and frameworks needed to lead high-performance sales teams, make data-driven decisions, and achieve predictable business results from day one.



[www.IKTAR.org](http://www.IKTAR.org)



[Info@IKTAR.org](mailto:Info@IKTAR.org)



+92 321 783 5515



# AI for Sales Leaders & High-Performance Sales Teams

**Practical, research-backed training designed for business leaders and sales professionals in Pakistan**

A premium, results-driven executive workshop designed to help sales leaders, managers, and business owners leverage Artificial Intelligence to drive revenue growth, improve sales productivity, and build predictable sales systems.

This program is practical, business-focused, and immediately applicable to Pakistani organizations.

*This is IKTAR's Signature Training Program designed to equip sales leaders with AI-driven strategies for immediate business impact.*



Course Leader

**Shafqat  
Jilani**

Shafqat Jilani is a seasoned business leader and corporate trainer with over two decades of experience in management consulting, executive training, and professional education. With master's degrees in Marketing and Applied Psychology, he is also a certified Master Trainer from The Futures Group USA and a certified Productivity Consultant of APO Japan.

Shafqat has trained professionals across a wide range of industries, with strong expertise in sales leadership, leadership development, change management, HR strategy, and digital transformation. His approach blends behavioral psychology with practical business frameworks, enabling participants to translate learning into real performance improvement and measurable results.

As the Founder and Lead Trainer at IKTAR, Shafqat is committed to helping organizations and professionals succeed in an increasingly competitive and digital business environment. His training programs are highly interactive, business-focused, and tailored to the real challenges faced by leaders and teams, ensuring participants leave with practical tools, strategic clarity, and a clear roadmap for execution.

## TRAINING ENCIRCLES

01 **THE NEW REALITY OF SALES LEADERSHIP**

02 **PRACTICAL AI TOOLS FOR PROSPECTING & CLOSING**

03 **COACHING TEAMS WITH DATA-DRIVEN INSIGHTS**

04 **BUILDING PREDICTABLE, SCALABLE SALES SYSTEMS**

05 **ETHICAL, COST-EFFECTIVE AI ADOPTION**

06 **THE 30-DAY DOMINATION PLAN**



[info@IKTAR.org](mailto:info@IKTAR.org)



+92 321 783 5515



[www.IKTAR.org](http://www.IKTAR.org)



# AI for Sales Leaders & High-Performance Sales Teams

## Objective

The objective of this Signature Training is to equip sales leaders and high-performance sales teams with the strategic mindset, leadership capabilities, and practical AI-enabled tools required to drive sustainable revenue growth in today's highly competitive and digitally evolving markets.

This program is designed to help participants transform from traditional sales performers into data-driven sales leaders who can leverage artificial intelligence to enhance decision-making, improve customer engagement, optimize sales processes, and lead teams with confidence and clarity.



## Who Should Attend?

- ✓ Sales Leaders, Sales Managers, and Heads of Sales
- ✓ Business Owners, Entrepreneurs, and Founders
- ✓ Key Account Managers and Relationship Managers
- ✓ B2B and B2C Sales Professionals aiming for leadership roles
- ✓ Marketing and Growth Managers working closely with sales teams
- ✓ Professionals responsible for revenue growth, forecasting, and customer acquisition

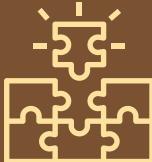
## Why This Program

- Sales environments are becoming data-driven and insight-led
- Traditional selling approaches are losing effectiveness
- AI is now a leadership tool, not just a technology
- Organizations need sales leaders who can predict, coach, and execute



*This program helps participants lead smarter, sell faster, and grow sustainably.*

# AI for Sales Leaders & High-Performance Sales Teams



## Key Learning Outcomes

**Participants will be able to:**

- ✓ Apply AI-enabled decision-making in sales leadership
- ✓ Improve prospecting, conversion rates, and deal velocity
- ✓ Lead and coach sales teams using performance insights
- ✓ Build scalable and ethical sales systems
- ✓ Implement AI tools suitable for SMEs and corporates in Pakistan

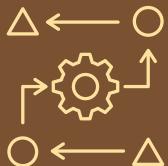
## What Makes This Training Different



- Blends sales leadership, real-world selling, and AI application in one practical program
- Designed specifically for Pakistan's business environment with global best practices
- Focuses on immediate, on-the-job implementation from Day One
- Uses practical frameworks, live examples, and hands-on exercises, not theory alone
- Delivered as an IKTAR Signature Training, reflecting proven expertise and impact

# AI for Sales Leaders & High-Performance Sales Teams

## Training Methodology



- Interactive expert-led sessions combining **sales leadership** and **AI application**
- Real-world **business cases and sales scenarios** from local and global markets
- Hands-on **AI demonstrations and guided exercises**
- Group discussions and **peer learning** for practical insight sharing
- Action-oriented frameworks focused on **immediate workplace implementation**

## What You Will Get



- ✓ Practical **sales leadership frameworks** you can apply immediately
- ✓ Hands-on exposure to **AI tools for sales planning, forecasting, and customer engagement**
- ✓ Ready-to-use templates, **checklists, and action plans** for daily sales execution
- ✓ Clear understanding of how to **lead, motivate, and scale high-performing sales teams**
- ✓ An **IKTAR Signature Training Certificate** recognizing your professional development

## REGISTER NOW



**Take the next step toward building future-ready sales leadership capabilities.**

For registration, upcoming program schedules, venue details, and fee information, please contact the IKTAR team:

+92 321 783 5515  
 info@IKTAR.org  
 www.IKTAR.org

**Corporate, in-house, and customized versions of this Signature Training are available for organizations and sales teams.**

# Training Day Timeline

**Title: AI for Sales Leaders & High-Performance Sales Teams**  
Building Intelligent Sales Leadership for Sustainable Revenue Growth

**Duration: 8:30 AM – 5:00 PM**

**8:30 – 9:00 AM | Registration and Networking**

- Welcome participants, registration check-in.

**9:00 – 9:30 AM | Module 1: The New Reality of Sales Leadership**

- Global shift in sales leadership and buyer behavior
- Why traditional sales models fail today
- Role of AI in modern sales leadership
- Sales leadership vs sales management
- Case examples from global and regional markets

**9:30 – 10:15 AM | Module 2: AI Fundamentals for Sales Leaders (Non-Technical)**

- What AI really means for sales leaders
- Myths vs reality of AI in sales
- Where AI adds the highest ROI in sales functions
- AI adoption roadmap for Pakistani organizations
- Low-cost and accessible AI tools overview

**10:15 AM – 11:00 AM | Module 3: AI-Powered Prospecting and Lead Generation**

- AI-driven customer profiling and segmentation
- Smart lead scoring and prioritization
- AI tools for prospect research and targeting
- Improving outreach quality and response rates
- Reducing wasted effort and sales fatigue

**11:00 – 11:15 AM Tea Break**

**11:15 – 12:15 PM | Module 4: Intelligent Sales Conversations and Closing**

- Using AI to understand buyer intent and objections
- Structuring persuasive sales conversations
- AI-assisted proposal and pitch optimization
- Improving closing ratios using predictive insights
- Ethical use of AI in customer interactions

**12:15 – 1:00 PM | Module 5: Sales Leadership, Coaching and Performance Management**

- AI-enabled sales KPIs and dashboards
- Coaching salespeople using data, not assumptions
- Identifying performance gaps early
- Motivating and retaining sales talent
- Building accountability and ownership culture

**1:00 – 2:00 PM | Lunch & Networking Break**

**2:00 – 2:45 PM | Module 6: AI for Sales Strategy and Revenue Forecasting**

- AI-based sales forecasting principles
- Pipeline health analysis
- Scenario planning using AI insights
- Aligning sales strategy with business growth goals
- Risk reduction in revenue planning

**2:45 – 3:30 PM | Module 7: Implementing AI in Sales the Right Way**

- Step-by-step AI adoption framework for sales teams
- Cost-effective AI implementation for SMEs
- Change management and team readiness
- Data privacy and ethical considerations
- Avoiding common AI adoption mistakes

**3:30 – 3:45 PM | Tea Break**

**3:45 – 4:30 PM | Module 8: Action Planning and 90-Day Sales Growth Roadmap**

- Translating learning into real-world actions
- Creating a 90-day AI-powered sales action plan
- Leadership commitments and accountability
- Measuring ROI from AI-enabled sales initiatives

**4:30 – 5:00 PM | Closing Remarks, Certificates & Group Photo**

- Q&A
- Final words from the trainer.
- Distribution of certificates of completion.
- Group Photo
- Networking Opportunity: Participants are encouraged to connect and share contact details.

# Shafqat Jilani

**Founder & CEO – IKTAR**

**Business Consultant | Corporate Trainer | Sales Leadership & AI Strategist**

Shafqat Jilani is the Founder and CEO of IKTAR and the lead trainer for its Signature Training programs. With over two decades of experience in business consulting, corporate training, and leadership development, he has worked closely with organizations to drive measurable improvements in sales performance, leadership effectiveness, and business growth.

Shafqat brings a unique blend of **sales leadership expertise, behavioral insight, and practical AI application**, enabling professionals and organizations to transition from traditional selling models to intelligent, future-ready revenue leadership.

## Professional Expertise and Impact

- Over 800 high-impact training workshops delivered across Pakistan and international markets
- Extensive experience in sales leadership, competitive selling, team performance, and revenue growth
- Worked with multinational and development organizations including Eli Lilly, FedEx, and Futures Group
- Advised businesses on sales strategy, leadership development, organizational capability building, and change management

## Approach to Training

Shafqat's training philosophy is practical, insight-driven, and results-focused. His sessions go beyond theory, combining:

- Real-world business cases
- Hands-on exercises and role plays
- Practical frameworks participants can apply immediately

He is known for creating engaging learning environments that encourage critical thinking, ownership, and action, helping participants translate learning into real business outcomes from day one.

## Credentials and Certifications

- Master Trainer, Futures Group, Washington DC
- Certified Productivity Enhancement Consultant, APO Japan
- Academic background in Marketing and Applied Psychology
- Specialized expertise in sales leadership, negotiation psychology, team coaching, and performance management

## Strategic Consulting Role

In addition to training, Shafqat actively advises corporate clients on:

- Sales and growth strategy formulation
- Leadership and capability development
- Performance improvement and productivity enhancement
- Sustainable business and organizational transformation

## Get in Touch

Shafqat is always eager to connect with professionals and organizations aiming to excel. For training sessions, consultancy services, or speaking engagements, you can reach Shafqat Jilani at:

-  +92 321 783 5515
-  info@IKTAR.org
-  www.IKTAR.org



# Trainer's Publications

## - Insights from a Thought Leader



Our **Sales Leadership Bootcamp** is led by a seasoned expert and published author, bringing you insights backed by research, real-world experience, and cutting-edge strategies. Dive deeper into leadership, success, and workplace excellence with these powerful books by **Shafqat Jilani**—available on [Amazon](#).



### Featured Books by Shafqat Jilani:

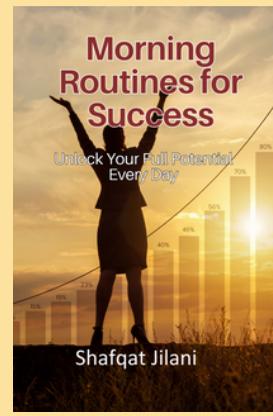
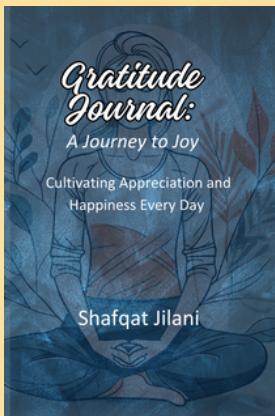
**Quantum Edge for HR Managers** – 365 Game-Changing HR Strategies for Organizational Excellence

**The Science of Workplace Happiness** – Strategies for a More Joyful and Productive Work Life

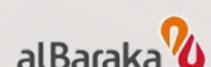
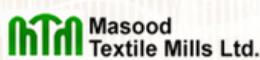
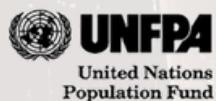
**Gratitude: A Journey to Joy** – Cultivating Appreciation and Happiness Every Day

**Morning Routines for Success** – Unlock Your Full Potential Every Day

**Explore More & Get Your Copies on Amazon:**  
[Shafqat Jilani's Amazon Author Page](#)



# Some of Our Valued Clients



First ISO Certified Chamber in Pakistan

