

CAREER LADDER PROGRAM

CASE STUDY

Our client had a need for a structured and robust, yet flexible, career path program. They wanted to develop top talent in the sales field while providing continuous growth and career advancement for sales representatives.

CMR SOLUTION

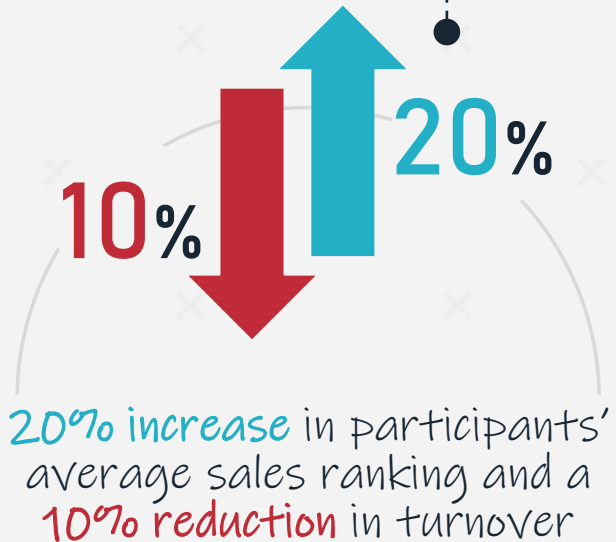
A 3-level training program was created based on the client's competencies and desired outcomes.

Level 1 – Foundational – certificate for industry basics

Levels 2 & 3 – Advanced – included mini-certificates & learning options based on identified competency gaps

THE RESULTS

348 LEARNERS



90% reported that our resources helped them establish credible relationships with customers



86% reported that our resources helped them change their customer's decisions



Our Career Ladder program won the **LTEN partnership** award in 2018

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Business & Communication



Cardiovascular



Understanding Diabetes



Leadership & Management



Evidence-Based Medicine



Market Access



Developing for Role of District Manager



Managed Healthcare



Outcomes



Selling Skills

* Offers certificates in the above topics.