

Training Courses Available

Distributor Management Training

- Regional Sales Management Training 1
- Regional Sales Management Training 2
- Train the Trainer
- Interview & Selection Skills
- S.W.O.T Analysis and Strategic Planning

Sales Training

- Advanced Selling Skills
- Consultative Sales Training
- Credit & Collections
- Customer Development Training
- DSR Menu & Operator Training
- DSR Sales Skills & Techniques
- Foodservice Sales Advantage – Opening New Accounts
- Inside Sales & customer Service
- Pricing for Profit
- Selling Accounts of Value – Account Penetration
- Time & Territory Management

Operator Training

- Controlling Food Cost
- Increasing Check Averages
- Developing a Foodservice Budget
- Front of the House Service & Customer Care
- Hiring, Training and Retaining an Exceptional Staff
- Increasing Your Check Average
- Menu Management
- Supervisory Development & Management Skills
- Time Management
- Wait Staff Training

Product Training

- Produce PLOT

Web-based Training

- Foodservice 101

Purchasing and Marketing

- Winning Negotiations

Trainer Contact: **Rick Collins**

Cell: 1.843.368.0240

2500 Cumberland Parkway, Suite 600, Atlanta, GA 30339

Email: collinsr@uniprofoodservice.com