

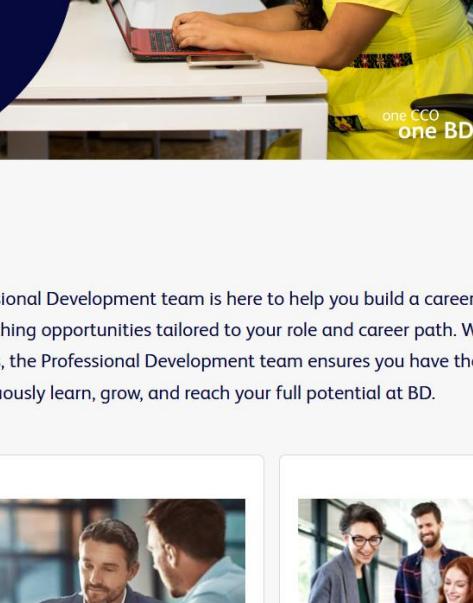


Sales Development

Sales Development

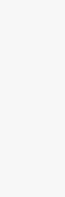
Empowering sellers to grow, perform, and lead through dynamic training, coaching, and career development.

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one ECO
one BD

What's New in Sales Development?

 Celebrating 36 years at BD: Talking with Sales Development leader Joe...
3 months ago | 580 Views | 31 Reactions

 Sharpen your edge with our new Business & Financial Acumen training...
6 months ago | 10 Views

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About

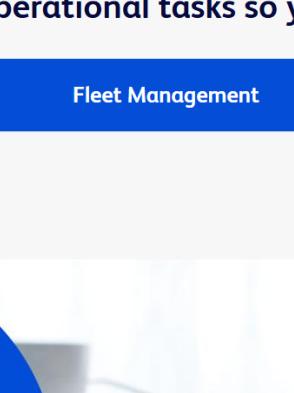
Your growth is central to our success, and the Professional Development team is here to help you build a career that's both rewarding and impactful. This group designs and delivers learning programs, workshops, and coaching opportunities tailored to your role and career path. Whether you're strengthening core skills, preparing for new responsibilities, or exploring leadership opportunities, the Professional Development team ensures you have the resources you need to succeed. Their work is about more than training—it's about empowering you to continuously learn, grow, and reach your full potential at BD.



Sales Effectiveness

Self-guided and virtual led programs designed to help you sell better.

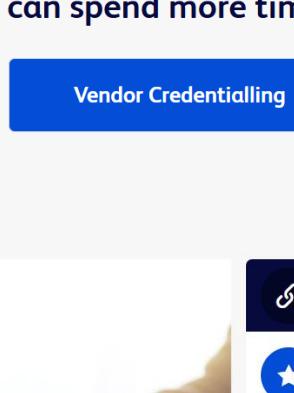
[Learn more →](#)



Talent Programs

Nomination programs for BD's high-potential sales associates.

[Learn more →](#)



New Hire Onboarding

Tools and resources to help you get started as a new associate at BD.

[Learn more →](#)



BD University

Learn opportunities centered around The BD Way.

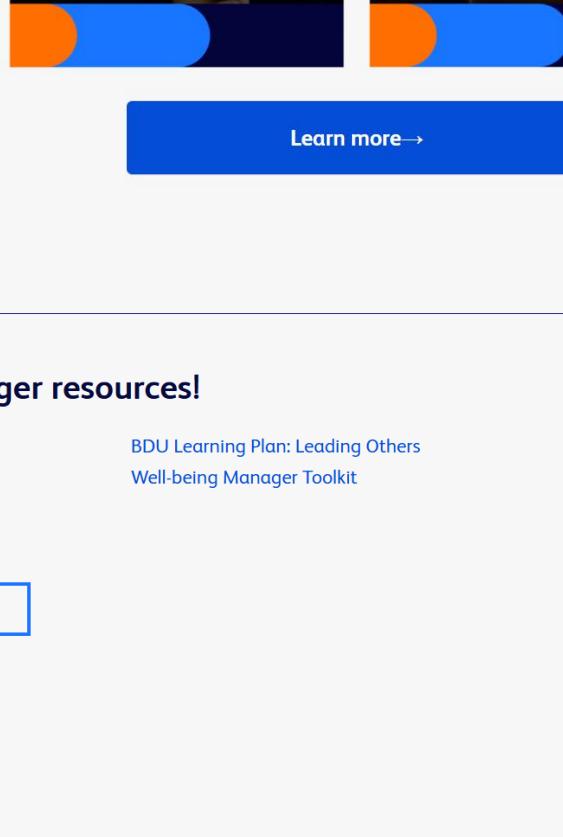
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SALES OPERATIONS

Simplifying operational tasks so you can spend more time driving results.

[Fleet Management](#)

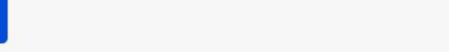
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Microlearnings

Sharpen your selling, communication, and leadership skills with bite-sized lessons designed to fuel your growth!

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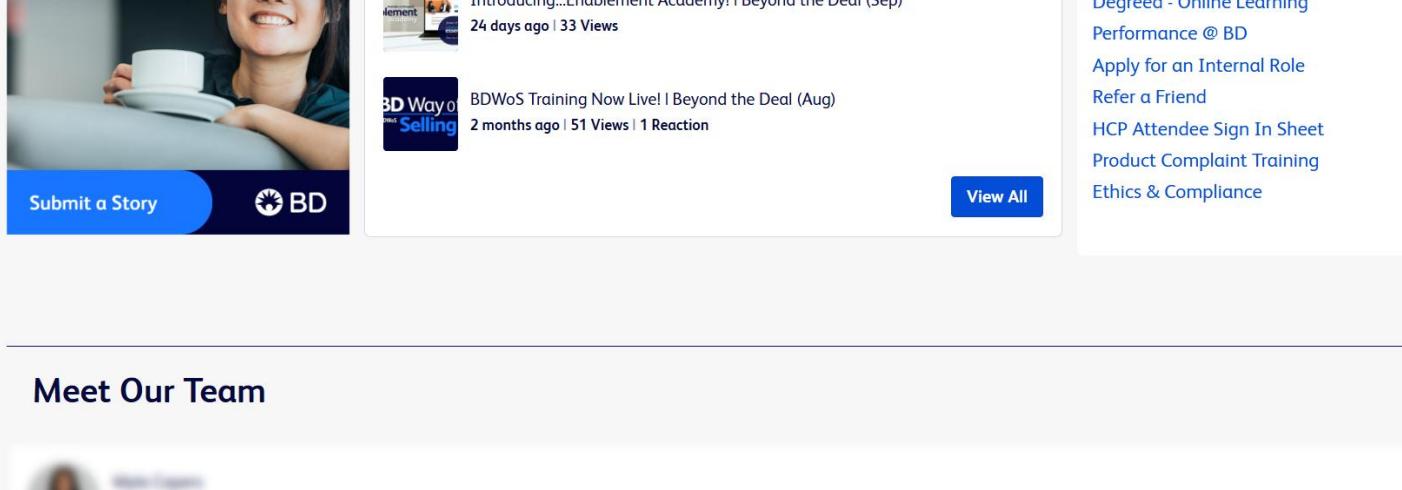
Explore Microlearnings on Showpad

-  High Performance Selling
-  Negotiations
-  Coaching for Sales Process Excellence
-  Time Management



Ready to Lead? Discover How BD Helps You Grow

Take your career to new heights with our Talent Development Programs!



KEY
Unlock your leadership potential.

RISE
Building manager foundations.

KAM
Key Account Management.

ALP
Advanced Leadership Principles.

[Learn more →](#)

Check out these manager resources!

[Career Blueprint](#)

[People Manager Toolkit](#)

[BDU Learning Plan: Leading Others](#)

[Well-being Manager Toolkit](#)

Have an idea for training? [Let us know!](#)

Upcoming Events & Tasks

09
Dec

High Performance Selling

Online

10:00 AM - 2:00 PM

13
Jan

High Performance Selling

Online

Jan 13, 2026 10:00 AM - Jan 14, 2026

2:00 PM

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We are the makers of possible.

Your voice matters!
We want to hear from you!

[Submit a Story](#)

Sales Enablement News & Updates

 Salesforce Essentials Now Live!

Log into the Enablement Academy on Showpad!

18 days ago | 24 Views

 Introducing...Enablement Academy! Beyond the Deal (Sep)

24 days ago | 33 Views

 BD Way of Selling Now Live! Beyond the Deal (Aug)

2 months ago | 51 Views | 1 Reaction

Additional Resources

[Career Planning](#)

[Career Blueprint](#)

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[DegreeD - Online Learning](#)

[Performance @ BD](#)

[Apply for an Internal Role](#)

[Refer a Friend](#)

[HCP Attendee Sign In Sheet](#)

[Product Complaint Training](#)

[Ethics & Compliance](#)

Meet Our Team



Deon Smith Sr. Mgr. Communications & Chg Mgmt



David Smith Sr. Mgr. Sales Enablement



Sarah Smith Sr. Mgr. Sales Enablement



John Smith Sr. Mgr. Sales Enablement



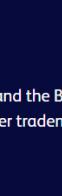
Jane Smith Sr. Mgr. Sales Enablement



Mike Smith Sr. Mgr. Sales Enablement



Paul Smith Sr. Mgr. Sales Enablement



Emily Smith Sr. Mgr. Sales Enablement



David Smith Sr. Mgr. Sales Enablement

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Values

We do what is right

We are accountable for outcomes

We help each other be great

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Code of Conduct

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Product complaint

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