



PROACTIVE

SALES MANAGEMENT

DESCRIPTION

This course is based on global research of what highly successful sales managers and leaders do to achieve exceptional results from their teams.

Whether you have recently joined the sales leadership ranks or you are a long-time professional we will help you escape the energy-sapping, reactive management model. We will guide you how to organise your sales teams, find powerful, practical strategies to help you develop your leadership style.

By the end of this course, you will have a sales management plan, skills and tools that can be immediately implemented back in the workplace.

METHOD

Instructor led, highly experiential, course discussion, role-plays, presenting, coaching and critique

OUTCOMES

- Use skills and tools to drive sales outcomes through your people
- Develop and get buy-in to a 90 day strategic sales plan
- Manage others better by adjusting your management style
- Avoid sales management common mistakes
- Move from good to great sales management
- Leverage 'whole brain' sales management activities such as sales processes, analytics, people management and future-orientated planning
- Influence and motivate team members to create sales results
- Run good sales meetings
- Understand what motivates people and how to incentivise them
- Plan and run effective sales coaching meetings
- Have difficult conversations
- Apply sales management skills to your own situation and develop a sales plan for your team

KEY AREAS

- Effective Sales Management
- Your Strategic Sales Objective
- Motivation Reward
- Team Meetings
- Effective Coaching Meetings
- Coaching Tool - Measurement & Assessment
- Performance Coaching
- Sales Call Observation & Feedback
- Sharing Plans with other Groups

COURSE DURATION

2 Days

