



Workshop Overview

This course defines the unique challenges of leading rather than just managing a sales team. Delegates will learn to organise the day-to-day tactics of each member of their sales force to ensure they exceed targets. You will learn how to facilitate sales through motivating individuals and creating synergy in the team. This is a popular course for sales managers who lack formal management training but aspire to be more effective in their role.



Benefits

This workshop will help you motivate and encourage team members and create a synergy within your team to reach better results and exceed your targets and expectations.

Outcomes & Content

- ✓ Leading a sales team
- ✓ Sales Personas
- ✓ Developing individuals in the sales team
- ✓ Coaching
- ✓ Empowering the team
- ✓ Delegation
- ✓ Motivation
- ✓ Developing the whole sales team
- ✓ Team roles



Who should attend ?

This workshop is for sales managers or managers of individuals and teams who are performance orientated and measured.

