



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.



Who should attend ?

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

Outcomes & Content

- ✓ Setting goals and objectives
- ✓ Planning and scheduling your sales day
- ✓ Prioritising and assessing critical activities
- ✓ BANJO and procrastination
- ✓ Spinning your plates exercise
- ✓ Reviewing your time logs
- ✓ Handling interruptions and other time stealers
- ✓ Refining your data collection points
- ✓ Managing your email inbox
- ✓ Using technology to gain extra time

