

Essential Sales Management Toolkit

A one day course, 9:30am to 4:30pm



Related Courses

- Introduction to Management
- Essential Sales Toolkit
- Performance Management & Coaching
- Managing Media Relationships
- Business Writing Skills

If you are interested in a bespoke version of this course, or a combination of any of our other courses, please contact us to discuss your requirements

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Introduction

If your role is the management of a sales team then sales results are core to your success. So it is strange sometimes how little time some sales people spend honing and developing their sales skills. Often training and coaching is limited to specific products or technical issues.

However, products come and go - sales skills and techniques last for a career. This is why it is a good investment to spend time supporting your sales staff in the development of their sales skills.

This course puts in the hands of a sales manager, some outstanding tools in developing the skills of those who report to you, and provides the manager with the opportunity to practice a short and effective training session.

Who Should Attend?

Those who have line responsibility for sales performance and skill development, and wish to have at their finger tips some outstanding, tried and trusted tools to develop outstanding sales performance

Benefits

This workshop will help participants:

- Understand the power of contracting;
- See individuals who have achieved great success through the skill;
- Understand the key principles of contracting;
- Understand the methodology of a great contracting conversation;
- Practice contracting.

Course Content

Participants will examine the following:

- Some exciting sales models and techniques;
- A simple tool to develop a powerful and effective training session;
- Practice delivering a short training session using the materials provided on the course.