



SALES MANAGEMENT TRAINING COURSES

"The way to get started is to quit talking and begin doing." - Walt Disney

Sales Management is a crucial skill to hone for those wanting to drive their business forward. This course is designed to equip participants with the tools necessary to increase their sales success, from prospecting and closing to Account Planning and Strategic Selling. Participants will gain an in-depth understanding of the sales process and develop the communication, interpersonal and problem solving skills required to succeed in a dynamic sales environment. With focus on leadership, motivation and team-building, this course will enable participants to build effective sales channels and maximize their revenues. Learn how to become an expert in managing your sales teams - join this comprehensive training course today.

Key Course Content:

- Understand the fundamentals of sales processes and strategies
- Develop effective techniques to motivate and manage sales teams
- Analyse sales data and trends to identify areas of improvement
- Implement sales strategies and plans to achieve desired goals
- Utilize customer insights to create customized solutions
- Manage customer relationships to foster long-term loyalty
- Track and evaluate performance to ensure effectiveness of initiatives
- Lead by example in all aspects of sales management and operation



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.