

Training Camp – Sales Management

Length: 1 Day

Summary: The Sales Management Training Camp is a learning program that employs delivery that focuses on preparing you with the practical sales management skills you will need to achieve for your professional development goals and to accelerate your career. Managing a sales team effectively is essential to all organizations' success. Create and maintain effective sales teams by identifying sales manager skills and tasks.

Target Audience:

- Sales Consultants
- Sales Managers

After completing this course:

- You will increase your revenue by increasing efficiency: work smarter, not harder.
- You will build profitable customer relationships resulting in increased continued business.
- You will handle objections with ease to keep the sales call going smoothly.

COURSE CONTENT

- Encourage top sales performance by offering appropriate training, setting performance standards, evaluating performance, and conducting effective sales meetings.
- Manage sales territories by choosing the best territory strategy and conducting territory reviews.
- Predict sales revenue by using different forecasting approaches to create sales forecasts.
- Motivate your sales team by creating an effective compensation plan, monitoring motivation levels, and improving substandard sales performance.