

SALES MANAGEMENT – PART 2

COURSE OVERVIEW



Lead your sales team to success

- Understand your business model, your sales stages and the team's impact on pipeline management and forecasting
- Managing, conducting performance reviews and leading salespeople to meet and exceed the objectives
- Effectively manage and embed important changes
- Understand how your sales team contributes to corporate profit and ROI and work through business examples of pricing decisions and their impact
- Plan your time flexibly and effectively
- Build confidence to undertake and manage difficult conversations

This programme expands on the core skills gained in Sales Management Part 1, by focussing on business planning, forecasting, driving results, developing business acumen and understanding the financial elements of the sales management role.

This highly practical programme allows Sales Managers time to discuss and role play different aspects of managing salespeople, including difficult conversations, performance reviews and coaching.

For further information visit tacktmi.co.uk. If you would like to speak to a member of the team call 01923 897 900 or email uk@tacktmiglobal.com.



Scheduled Virtual Classroom: £1,899 +VAT

Also available as an in-company tailored programme

Visit tacktmi.co.uk for further information

SUITABLE FOR:

Experienced, newly appointed and potential Sales Managers, as well as Senior Sales Professionals seeking an in-depth appreciation of sales leadership. Ideally participants should attend Sales Management Part 1 first.

YOU WILL LEAVE THIS COURSE ABLE TO:

- Focus your team on winning and developing business
- Use the four styles of coaching to ensure flexibility when managing different levels of competence within your team
- Conduct effective performance reviews
- Understand how your company operates financially and the relationship between sales volume and pricing
- Organise yourself, your priorities and your time effectively
- Create your own Development Diary and Personal Action Plan to help you, your team and your company long after the programme