

Take the Challenge – Becoming a leader amongst sale managers

The current sales environment is both challenging and unprecedented for many of our sales people. Hence, the need for great leadership and inspiration has never been more important. This course has been specifically designed with salespeople in mind and it looks at a variety of performance techniques to improve motivation of each member of your sales team. Delegates will discover new ways to inspire greater teamwork and co-operation from others, whilst remaining focused on that needed sale. The course will look at a variety of sensory and loyalty patterns to assist in the personalisation of your leadership style to each specific member of your sales team.

HIGH-LEVEL LEARNING

- » Develop a better understanding of people management in 2009
- » Goal setting, incentivising and attitude motivating of sales team
- » Presentation skills and the ability to inspire others through your powerful pitching
- » The balancing act between micro management and macro leadership
- » Ensure your sales force is using the most efficient sales improvement systems

YOU WILL LEARN

- » The most effective ways to coach, praise and provide constructive criticism
- » Overcome discouragement by developing drive, confidence and enthusiasm in your team
- » How to keep others focussed on wins through better goal alignment
- » Pitch your ideas with confidence and inspire your team to perform
- » To be more creative in incentivising and managing team morale
- » Tried and tested leadership styles and how to best apply these to your personal style
- » How to renew the vigour to succeed in trying times.

IN ADDITION

This course will require delegates to prepare a sales pitch team meeting to be filmed. It will also involve group work and individual analysis.