

## Sales Management Skills Diploma

*"People with goals succeed because they know where they are going... It's as simple as that."*  
— Earl Nightingale

### Course Overview:

If you're responsible for managing and/or developing a sales force then this is one of the most advanced training packages of its type.

If you receive a call from those above and the pressure is on to get you and your team performing where do you start? How do you motivate everyone to sell? How do you train to increase the skill and productivity of your team? How do you gain their respect and continued loyalty?

This course is designed to provide you with the sales management skills and techniques that will enable to obtain the optimum performance from your team and, as a result, achieve and even exceed the targets that you have been set.

During this course delegates will be taught advanced, proven communication skills enabling them to:

- Learn the duties and the role of a successful sales manager
- Learn how to set up and run effective and productive sales meetings
- Learn how to earn and retain the trust and respect of their team
- Learn how to put together a sales plan that achieves the required results
- Increase the productivity of their team from effective sales training and coaching skills
- Learn how to set targets and objectives with your people
- Learn how to motivate different personality types
- Learn how to foster a team spirit that produces high performance and achievement
- Learn how to delegate responsibility to your team to promote involvement
- Learn how to settle any disputes and disagreements in your team
- Learn how to use your numbers and statistics to ensure your continued success

This Course is ideally suited to:

- Sales Directors
- Sales Managers
- Sales Team Leaders
- Call Centre Senior Team Leaders
- Sales Development Teams

Call us NOW on **07834 684000** or email us at [info@empower-your-future.com](mailto:info@empower-your-future.com) to discuss your training needs.

**You could qualify for Government Funding and get this diploma for FREE.**