

Advanced Emotional Intelligence in Sales Leadership

This course allows you to spark your team's enthusiasm and constructively give them feedback for unmatched success. Improve your leadership skills, spur increased sales, and redefine what excellence in sales leadership looks like.

AUDIENCE

Sales team leaders and managers

VALUE

Equip participants with advanced emotional intelligence skills to enhance their leadership style and effectiveness.

Develop participants' ability to use emotional intelligence to make more informed and empathetic decisions.

Provide strategies for participants to build and maintain positive relationships with team members.

Teach participants how to apply EQ principles to create a motivating work environment and drive sales to new heights.

OBJECTIVES

- Understand how EQ is a key to building strong relationships with your sales team.
- Use EQ competencies to create a high-performing sales culture.
- Understand how to leverage EQ to achieve unparalleled sales success.
- Understand how to apply EQ to your decisions and strategies to maximize the team's performance and sales results.
- Create sales cultures that embrace feedback and change.

CONTENT

Emotional Mastery for Sales Leaders

- Understanding your own emotions, triggers, strengths, and weaknesses as a leader
- Cultivating the ability to manage your emotions
- Learning how to recognize and understand the emotions, needs, and perspectives of your team members

Leveraging EQ to Manage Sales Teams

- Developing authentic connection skills to build stronger relationships with team members, prospects, and clients
- Mastering techniques for inspiring and motivating sales teams to achieve exceptional results

Driving Revenue Growth

- Utilizing advanced emotional intelligence competencies to drive revenue growth and exceed sales targets
- Applying emotional intelligence to strategic decision-making for sales success
- Creating and nurturing a high-performance sales culture within your organization

Enhancing Team Performance through EQ

- Setting clear performance expectations using emotional intelligence
- Providing coaching and support that leverages EQ to drive team success
- The art of delivering constructive feedback with empathy and sensitivity

METHODOLOGY

- Interactive Lectures
- Group Discussions
- Role-Playing Exercises
- Case Studies
- Hands-On Activities
- Feedback and Inquiry

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DAYS