

Focused Sales Leadership Skills

This course is dedicated to maintaining an impactful professional attitude as a main pillar so that the sales manager can stand out among the pool of other sales managers.

AUDIENCE

Sales managers/ leaders

VALUE

Enhanced conflict resolution techniques
Streamlining sales team monitoring
Inspiring sales members to attain peak performance

OBJECTIVES

- Covering advanced communication skills and team management to sales goal-setting
- Cultivating a supportive culture through enhanced constructive feedback
- Realistic attitude for goal setting
- Promoting critical thinking
- Enhancing emotional intelligence]

CONTENT

Vital factors for team stability

- Goal setting and strategic planning
- Exercise leadership with emotional intelligence
- Cultivate a culture of motivation within your team

Empowering open-communication skills

- Encourage transparency, active listening, and being approachable
- Clearly communicate the expectations and sales goals
- Provide constructive feedback to reach the sales target easily

Fostering control orientation concept

- Establishing behavioral code to abide by
- Strictly enforcing sales process
- Strategic direction for team coaching

Using advanced critical thinking methods

- Gathering unbiased data
- Resolving challenging conflicts
- Professionally reviewing business opportunities

METHODOLOGY

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

CONTACT