

# SALES MANAGEMENT PART TWO

## MASTER YOUR SALES TEAM MANAGEMENT SKILLS

The sales team within an organisation is a powerful entity. It is the face of a business, able to make or break customer relationships and business reputations.

A sales team needs to be focused, directed, energised and engaged. This programme provides a safe environment for the essential management skills to be learned, practised and perfected. The programme is divided into two elements:

This is Part 2 of the TACK Sales Management Course. Participants would have gone through Part 1 where the focus was on the core sales management skills required to create and lead a professional sales team.

Part 2 expands on the core skills, by focussing on business planning, forecasting, driving results, developing business acumen and understanding the financial elements of the sales management role.

TACK 



2 Day Interactive Course

For anyone in the organisation responsible for managing a sales team and wants to advance their sales management skills

For more information, visit  
[www.tacktmimalaysia.com](http://www.tacktmimalaysia.com) or call us on  
+603 - 62034410

### THIS COURSE WILL ENABLE YOU TO:

- Overcome resistance and win co-operation
- Develop a focused business development strategy and forecasting tool
- Analyse performance issues and develop effective solutions
- Train your sales team to be great negotiators
- Manage and communicate with your team and your customers in the most influential way
- ... and many more!



WE BELIEVE IN THE INDIVIDUAL

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