

TACKV

SALES MANAGEMENT FOR SUCCESS

Achieving performance through your team

AN INTERNATIONALLY ACCLAIMED WORKSHOP

17 APR

**HOTEL ISTANA
KUALA LUMPUR**

**Limited to 20 Seats only for maximum
learning effectiveness*

**HRDF
CLAIMABLE**
SBL SCHEME

a **GI GROUP** brand



WHAT IS IT ABOUT?

An organisation's sales team is a powerful entity. It is the face of a business, able to make or break customer relationships and business reputations. A field sales team needs to be focused, directed, energised and motivated.

TACK's Sales Management for Success provides a safe environment for the essential sales management skills to be learned, practices and perfected. This workshop covers several core sales management skills required to create and lead a professional sales team.

BUSINESS ORGANISATION OBJECTIVES

You will leave the course able to:

- Understand your team, their strengths and how to motivate them to achieve results
- Coach and develop your team to achieve optimum performance
- Confidently prepare and conduct productive and motivational sales meeting.

DELEGATE QUOTES

"A very good course which has developed and identified my awareness of field sales management."

"I found the course to be very informative and refreshing, giving me a new outlook on how to approach tasks in a more effective manner."

"Really enjoyed practical/ application aspect rather than lecture style."

BEFORE, DURING & AFTER YOUR PROGRAMME

You'll receive support at every stage to maximise your investment and make learning stick in the workplace:

- Online pre-workshop questionnaire for participants to deepen participants workshop needs
- One-to-one input from your TACK consultant as group sizes are limited for maximum personal benefit
- All TACK programmes are interactive in style. We believe in 'learning by doing' to ensure your learning experience is 100% relevant to 'real life' situations
- Comprehensive materials including workbook and a Personal Action Plan.



TARGET AUDIENCE

Junior and Experienced Sales Managers

WORKSHOP OUTLINE

SALES MANAGEMENT AND LEADERSHIP STYLES	KEY INDICATORS FOR ANY SALES TEAM
<ul style="list-style-type: none">• Sales Manager mindset• Set goals and monitor expected performance• How to effectively use Sales Management Styles• Lead and manage the team for best results	<ul style="list-style-type: none">• Decide which KPI's to use for the sales team• Create valid benchmarks and use appropriate motivation approaches• Effectively use KPI's for activity and performance management
COACHING FOR SALES SKILLS	EFFECTIVE SALES MEETINGS
<ul style="list-style-type: none">• Use a proven tool for assessing salespeople in action• Apply a powerful coaching sequence	<ul style="list-style-type: none">• Plan and lead motivational meetings to achieve relevant objectives• Run meetings which help you build your sales management effectiveness

JASON KALAICHELVAM

Expert Facilitator



Jason is a natural motivator and a dynamic presenter; a vibrant speaker with sharp humor who strongly believes in people's potential. Recognizing his inborn talent of tapping into people's hidden gifts, Jason enjoys sharing real life stories and experiences that uplift and touch the hearts of future leaders.

His corporate experience includes a stint as the Senior Manager of Talent & Organization Development in a multinational FMCG company, heading Talent Acquisition, Talent Development, Talent Management, Employee Relations, Organization Development and Culture Building in the HR Department. From designing and delivering numerous in-house training programs, Jason also co-led the formulation of the company's Corporate Vision & Mission and was at the helm, leading the formalization and top-down implementation of Corporate Culture and Values nationwide.

He also has experience working in a manufacturing company as the Head of Production Department and has been the

Vice President of a Toast Masters Club. As a PSMB-certified trainer, he has successfully created and conducted Training Needs Analysis, designed and delivered training programs for both public and multinational companies for over 17 years in Asia Pacific countries.

His expertise is in soft skills development such as Leadership & Management, Coaching, Personal Development, Motivation, Sales Programs, Corporate Values & Culture Building, Competency-based Interviewing Skills, Team Building and customized soft skills programs.

Highly passionate and charismatic, Jason enjoys interacting with people from all walks of life, and is able to impart his knowledge and first-hand experiences with his audience. Determined to make a positive impact wherever he goes, Jason believes and lives by the motto:

IGNITE PASSION TO MAKE THINGS HAPPEN!

Jason will awaken the leader in you!

WORKSHOP FEE – HRDF CLAIMABLE

	PRICING PER PAX	GROUP (3 AND ABOVE)
SUPER SAVER FIRST 12 SEATS	RM1,200 + SST	RM900 + SST
NEXT 8 SEATS	RM1,300 + SST	RM1,000 + SST

Please drop Arvind Kumar an email at arvind@tmimalaysia.com to reserve your seat.

For further queries, please call us at **03-6203 4410**