

SALES MANAGEMENT

NURTURE EXPERTS IN SALES



Become adept in managing your sales team.

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.

This 3 day programme focuses on the core sales management skills required to create, motivate and lead a professional and successful sales team.

It is structured as a practical workshop about the processes, techniques and tools for sales management immediately applicable into any workplace.



“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.”

THIS COURSE WILL ENABLE YOU TO:

- Motivate your team, focusing on their strengths to achieve results
- Effectively use Sales Management Styles to lead your team for the best results
- Assess your team in action and coach them for optimum performance
- Effectively use KPI's for activity and performance management
- Confidently prepare and deliver productive and motivational sales meetings
- Conduct professional recruitment interviews and make the right selection decisions

For more information, visit tacktmimalaysia.com
or call us on +603 – 6203 4410



WE BELIEVE IN THE INDIVIDUAL

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