

Field Sales Management

Course Outline

Your teams need to perform in your company, how can this be achieved. As a sales manager gaining the teams respect and how to keep motivating them to increase their skills is an on-going challenge for any manager.

This course will give the sales manager better techniques to overcome these hurdles.

Course Objectives

- The role of the Sales Manager - earning the teams respect
- Increase productivity through effective training and coaching
- Recruitment of a sales team
- Performance of the team - team spirit
- Running effective sales meetings
- Motivating and leading the team
- Setting personal and team goals
- Improving on field sales accomplishments
- Sales targets and objectives - planning
- How to delegate and give individuals responsibility in the team
- Decision making and problem solving
- Reporting through the chain of a company

Course Designed for

Sales Managers who want to improve their techniques in achieving better sales performance of the team.