

Master your sales team management skills.

The quality and performance of sales teams depends on the quality of their sales managers.

The more competitive your market, the more critical that quality becomes – Sales Managers must generate revenue and profit through their sales teams. To meet challenging sales targets they must be able to establish Key Performance Indicators for their team and then manage performance consistently.

This interactive follow on course further develops your skills, enabling you to forecast future sales, plan future operations, introduce change and work with your team to successfully fulfil your role.

This 3 day programme provides a safe environment for the advanced management skills to be learned, practised and perfected, ready for immediate implementation back in the field.



“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:

- Effectively use Sales Management Styles to maximise your team's spirit and motivation and to lead your team for the best results
- Perform optimal business planning and result analysis
- Use tools to identify, measure and analyse team activity aligned to core business objectives
- Plan your time effectively and invest it where it will give best returns
- Manage and communicate with your team and your customers in the most influential way

For more information, visit tackinternational.com or call us on +44 (0)1923 897 900

