

Sales Management

Course Overview

This Sales Management Programme (SMP) has been developed to assist and equip managers with the tools and techniques to more effectively 'lead' their sales teams to higher levels of achievement. This two day workshop will focus on a deliberate management approach that will encourage self-motivation, clearly defined sales targets, and further refine and improve the systems and processes and to deliver a faster, more accurate, and more efficient offer to your customers.

This high energy, high impact, professional training experience will challenge attitudes, change behaviours and inspire an improved culture of professionalism, and *excellence in Sales Management* within your business.

Course components and learning outcomes

The principles and practices of SMP are founded on proven methodologies that have positively impacted sales organisations throughout New Zealand and Australia. When these principles are being constantly demonstrated, account managers sell more, are more motivated and remain more focused in all their day to day dealings with their customers.

The principle components and learning outcomes relating to this seminar include:

1. Driving sales performance up:
 - Using a 5 stage process for selling
 - Coaching to improve personal performance
 - Running effective sales meetings
 - Leading by example
2. Communicate clearly defined accountabilities / expectations:
 - Setting the sales targets
 - Personal goals and action plans
 - Bringing clear direction & strategy
 - Applying appropriate measurement – the tools and systems
 - Consequences of non-compliance
3. Establishing meaningful rewards that inspire increased effort:
 - Keeping the team motivated
 - Sales based competitions and Incentives
 - Personal rewards and recognition
 - Consequences of a job well done

Process

Applying deliberate accelerated learning techniques, all attendees will be actively engaged in syndicate discussion groups, a wide range of sales management scenarios, experiential exercises, case studies, self assessments / profiling and flip chart exercises. Every effort is made to ensure no one is embarrassed, pressured, or made to feel inferior or inadequate – at any time throughout this learning experience.

This course also encourages (and facilitates) a high level of self reflection based on past performance and experiences – and then focuses the learner on future hopes, dreams, expectations based on the new knowledge gained.



Sales Management Enrolment Form

Venues and Dates (please tick the date/venue you will be attending)	
<input type="checkbox"/>	CHRISTCHURCH 25/26 June Progress Seminars 'Endeavour Room' Unit 4/41 Sir William Pickering Drive Burnside, Christchurch Ph 03 3574402
<input type="checkbox"/>	AUCKLAND 10/11 November Waipuna Hotel and Conference Centre 58 Waipuna Road, Mt Wellington Phone: 09 526 3003
Attendees	Company Details
Name:	Company Name
Ph:	
Name:	Contact Person
Ph:	
Name:	Contact Phone Number
Ph:	
Name:	Contact Email Address
Ph:	
Name:	Signature
Ph:	
Investment for the Sales Management Seminar	
\$895 + GST per person. This includes all course folders, materials, lunches and tea breaks. Please refer to our terms and conditions on our partnership programme tab at www.progressseminars.co.nz	
Travel & Transfer Information	
Any accommodation and transfers that might be required are your responsibility and cost.	
Special Requirements	
Please note any special requirements: (ie dietary etc):	

Please complete and return to Jane Andrews at Progress Seminars Ltd
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