

Sales Leadership: How to Leverage Sales Talent

Duration: 4 - 8 Hours

For
Managers

Course Description:

Sales team performance is directly related to sales leadership, and successful companies invest in talent development and alignment.

Exceptional sales leaders effectively set expectations and work with their teams to achieve targets and goals, and elevate performance.

Participants will work within a proven accountability model, and apply this to their sales system.

This course is based upon active learning, with rich, interactive exercises and applied experiences.

Learning Objectives:

At the end of this course, participants will be able to:

- Fill a team with top performers
- Apply a four (4) step system to deal with poor performers
- Apply proven time management strategies
- Improve team performance within a sales system
- Identify employee training and development needs
- Provide optimal coaching and feedback
- Use an accountability system

Outcome:

Improved ability to successfully lead a sales team to higher levels of performance, assess developmental needs, and coach effectively.