



Sales Leadership

Duration: 1 Day **Course Code: GSL100E**

Overview:

Sales leaders are charged with the important task of motivating their sales teams and making sure that the sales professionals who they lead have the knowledge, skills and resources required to successfully sell their company's products and services. The challenge is that sales leaders are continually managing multiple priorities and often find it difficult to find the time required to support their sales teams in a way that delivers maximum value. They must be able to prioritize their sales management activities and focus their efforts on leading both at a team and individual level.

The Sales Leadership 1-day workshop provides sales leaders with the skills and knowledge required to properly manage their time and provide the high-value support required to contribute towards team performance and individual performance. It helps sales managers establish realistic and sustainable routines that include the right sales management practices, and teaches them how to execute those activities effectively

Benefits for the Individual Creates sustainable and effective routines Focuses you on high-return activities
Improves sales team results Improves sales team engagement

Benefits for the Organization Increase sales results Increases overall sales team engagement

Target Audience:

Current and Future Sales Managers

Objectives:

- What You'll Learn:
 - Aligning your goals and priorities
 - Balancing team and individual engagement and enablement activities
 - Developing realistic and sustainable weekly, monthly, quarterly, and annual sales management best practices
 - Maximizing team and individual communication
 - Running effective sales meetings
 - Providing results-based and behavioural feedback
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Prerequisites:

- There are no pre-requisites for this course
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Follow-on-Courses:

- Leading with Impact Series
 - Leading EDGE Selling
 - Building Strategic Partnerships
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Additional Information:

Benefits for the individual

Improved knowledge and skills for effectively coaching, empowering and leading others and getting results

Greater adaptability for leading a diverse workforce

Increased confidence and capability for handling difficult and challenging situations

Stronger leadership communication capabilities for assigning, reviewing and recognizing employee performance

Greater confidence in providing meaningful feedback in both formal and informal settings

Comprehensive inventory provides you with personal feedback on your specific leadership behaviours

Benefits for the organization

A practical, pragmatic approach to leadership that improves implementation of key strategies to achieve results

Improved leadership capabilities that are key for sustaining an effective and efficient working climate

More effective planning and utilization of resources

Integration of the leadership skills and practices needed to lead a diverse workforce

A greater focus on developing the Human Capital of the organization

Increased capability in providing fact-based feedback to enable greater organizational achievements

Further Information:

For More information, or to book your course, please call us on 00 20 (0) 2 2269 1982 or 16142

training@globalknowledge.com.eg

www.globalknowledge.com/en-eg/

Global Knowledge, 16 Moustafa Refaat St. Block 1137, Sheraton Buildings, Heliopolis, Cairo