

Effective Sales Management & Best Practices

Washington (USA)

12 - 16 January 2025

UK Training

PARTNER



Effective Sales Management & Best Practices

Code: CC28 From: 12 - 16 January 2025 City: Washington (USA) Fees: 5700 Pound

Introduction

Achieving outstanding sales results in an increasingly competitive world is a difficult task. Only by establishing a modern sales force management system and by training sales management personnel effectively, can today's firm compete. This course provides frontline sales managers with the knowledge, skills, and tools they need to drive bottom-line performance. It focuses on improving organization and forecasting skills, as well as other technical competencies aimed at guiding salespeople towards higher performance.

Course Objectives of Effective Sales Management & Best Practices

- Design and deliver sales strategies, organize sales territories
- Use different forecasting models to optimize sales results
- Appraise and train the sales team to generate increased sales and profits
- Use their leadership and team-building abilities to improve sales and retain people
- Carry out productive sales performance reviews and use a wide array of sales performance evaluation models

Effective Sales Management & Best Practices Course Outlines

Day 1

Sales management and the marketing mix

- Sales management defined
- Sales management functions
- The position of personal selling in the marketing mix
- The sales competency model
- Major mistakes sales managers make

Planning, strategy, and organization

- Sales planning fundamentals
 - 'SWOT' analysis
 - Formulating sales strategies
 - Sales forecasting techniques
- Organizing the sales force
 - Structuring and deploying the sales force
 - Territory design, allocation, and management

UK Training

PARTNER



- The build-up and breakdown territory design models
- Key account management: best practices
- Account analysis methods

Day 2

Sales cycle & process

- Tracking daily activities
- Keeping accurate records
- Analyzing closing ratios
- Prospecting
- Preparation
- Approach
- Presentation
- Handling objections
- Closing
- Follow-up

Day 3

Sales process management

- Understanding the psychology of the buyer
- Characteristics of successful salespeople
- Identifying the components of the sales process
- Selling 'ASAP'
- A framework for change in the sales force
- The customer-driven salesforce

Sales management capstone competencies

- The recruitment of a sales force
- Determining the number of salespeople models
- Training and coaching the sales force
 - Developing and conducting a sales training program
 - The field training process

Day 4

Team leadership and motivation

- The team development cycle
- Identifying team roles, strengths, and weaknesses
- Coaching salespeople for peak performance
- The sales coaching process
- Leadership principles and skills
- Situational leadership
- Motivation guidelines and principles
- The motivation mix

UK Training

PARTNER



Day 5

Sales performance management

- The critical importance of setting standards
- Types of standards
- Characteristics of an effective appraisal system
- Criteria for results-based evaluations
- Qualitative and quantitative measures of performance
- Sales evaluation models

UK Training
PARTNER



Blackbird Training Cities

Europe



Zurich (Switzerland)



Stockholm (Sweden)



Lyon (France)



Copenhagen (Denmark)



Bordeaux (France)



Annecy (France)



Oslo (Norway)



Edinburgh (UK)



Glasgow (Scotland)



Malaga (Spain)



London (UK)



Istanbul (Turkey)



Amsterdam (Netherlands)
(Switzerland)



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Manchester (UK)



Milan (Italy)

USA & Canada



Los Angeles (USA)



Florida (USA)



Online



Boston (USA)



Washington (USA)



Miami(USA)



New York (USA)



Toronto (Canada)



Blackbird Training Cities

Asia



Baku (Azerbaijan)



Maldives (Maldives)



Manila (Philippines)



Bali (Indonesia)



Bangkok (Thailand)



Beijing (China)



Moscow (Russia)
(Malaysia)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Dubai (UAE)



Kuala Lumpur



Jakarta (Indonesia)

Africa



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Marocco)



Nairobi (Kenya)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Refinement

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 training@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

