



**Sales Training, Coaching and Consultancy.**

**LEADERSHIP COACHING OVERVIEW**

# Leadership Coaching

Sales Leaders need confidence, drive and a strategic mindset. The role of Sales Leader is one of innovation and being able to make intelligent choices. Online resources can offer “template based” guides and there are now hundreds available.

Sales Leadership coaching offers something more far impactful, bespoke and differential to what everyone else can get for free.

Salestrong’s approach goes beyond just coaching the leader. We transfer the knowledge and skills that enable the leader to then coach their people to the same high standards.

## Steve Moore National Sales Director

*“Monthly Self Generated sales jumped up by unprecedented levels after the first round of Sales Academy courses – this stuff really works!” “Inspirational training which gives every seller the tools to increase their own sales, increase their own commission”*

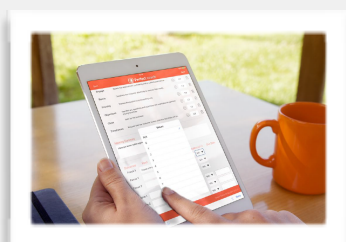
## Rebecca Smit Account Director

*“I would definitely recommend Salestrong and feel I have improved on some techniques as a result of the wider course. All of the Salestrong team provide a safer environment to work within enabling for better results.”*

## iOS Coaching App

The App is designed for speedy recording of Sales Coaching sessions during a programme delivery.

One key benefit is that it provides valuable insights via a series of charts presented as a Dashboard.



## I What is Leadership Coaching ?

- A dynamic and practical coaching programme where the core theme is learning by doing.
- Designed to provide delegates with the confidence to take a greater leadership and coaching role.
- Our coaching team work with leaders to enable them to strategically align business goals with those of their team.

## I What are the Benefits?

- Develop better communication skills and become a more influential leader.
- Drive individual and organisation effectiveness.
- Learn how to create a high-performance team management environment.
- Improved leadership coaching skills.
- Leaders on the course will develop their emotional intelligence.

## I Who should take the course?

- Sales Professionals.
- Account Management Professionals.
- Business Development Professionals.
- Marketing leaders.

## I Delivery Options

As a coaching programme, we keep the delivery intimate, with observations and 1-2-1 sessions being the key elements. Our coaching team “mentor” the leaders throughout the course and provide ongoing feedback based on real examples.

Some of our clients have adopted the use of technology, including an iOS App that can be personalised to capture sales performance measures specific to your team.



## **| About Salestrong**

Salestrong is a sales performance consultancy providing sales transformation services in some of the worlds largest companies, through our Training, Coaching and Consulting expertise.

We're trusted for 3 key reasons:

- We offer bespoke solutions to achieve your goals.
- Our clients choose us because we align with their values.
- Finally, we guarantee a return on your investment.

**Sales Performance. Guaranteed.**

 **Salestrong**

**UK Tel: +44 (0) 1778 382733**

**US Tel: +1 (919) 719 3935**

**[www.salestrong.co.uk](http://www.salestrong.co.uk)**

Copyright © 2016 Salestrong Ltd. All rights reserved