



 **Salestrong**

Sales Training, Coaching and Consultancy.

SALES MANAGEMENT OVERVIEW

Management Coaching

Sales Managers are an essential part of any business' targets that require organic sales funnel growth. The Sales Manager is the driver, the team are the sports car, simply put.

However, high performing sales professional's often find themselves promoted without any real leadership and management training, meaning they are great at advising individuals on where to look for quick wins, but not necessarily equipped with the tools needed to deliver long-term team performance.

Salestrong help Sales Managers understand and apply the power of coaching to encourage better performance and creating a more strategic mindset.

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"

Andrew Low Managing 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."

Rebecca Smit Account Director

"Salestrong delivered a bespoke, 3-day training session to my sales team. I was impressed by the preparation that went into the course to make it best fit our needs."

I What is Management Coaching?

- A challenging coaching programme that pushes Sales Managers to invest time in coaching their sales team.
- Our coaches focus on the question of "Why Coach?", focusing on Opportunity Based, Sales Skills focused and Developmental coaching levels.
- Our coaching teams teach the COACH framework to help Sales Managers develop their skills.

I What are the Benefits?

- Learn how to prepare effectively for every interaction with a team member.
- Be able to build stronger, more trust based relationships.
- Communicate effectively to positively influence the sales professional and other team members.
- Create a retention and engagement plan for high performing team members
- Maximise team performance.

I Who should take the course?

- Sales Professional's.
- Account Management Professional's.
- Business Development Professional's.
- Marketing leaders.

I Delivery Options

Salestrong use simulated sessions to deliver insights, while delegates will also be involved in "real world" planning sessions to ensure new skills become embedded.

Other delivery options include:

- On-site programmes.
- Train-the-Trainer
- Blended eLearning

| 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**

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