

Sales Leadership Excellence

What It Takes to Be a Successful Sales Leader in today's Global & Digital Marketplace

21st – 22nd February 2019
JW Marriott Hotel, Kuala Lumpur, Malaysia

Major Benefits Of Attending:

- **IDENTIFY** the key challenges faced by Sales Leaders
- **DETERMINE** the difference between Sales Management & Sales Leadership
- **EXPLORE** the top traits of successful Sales Leaders and identified personal areas for development
- **REVIEW** a 3 step process for effective Sales Management
- **APPLY** the VMOST model for ensure Organisational, Functional and Personal objectives are aligned
- **ANALYSE** their own Sales Objectives and determined to what degree they are SMART
- **TEST** their own planning and organizational skills and developed new techniques for effective and effective Sales planning
- **UNDERSTAND** what makes a good Sales Leader and identified what can be done to further improve their Sales Leadership skills
- **DISCUSS** and decide how best to develop their Sales Teams
- **MASTER** their Coaching and Mentoring skill to develop more productive relationships with team members

Why you Should Attend?

Multiple studies have shown that effective Sales Leadership has a significant impact on positive sales results. If an organisation only focuses on the skills of their salespeople, to the exclusion of sales Leadership, they miss an important opportunity to increase performance.

This practical, interactive and, engaging 2-day workshop provides the ideas, tools and techniques to Sales Leaders looking to further develop their confidence and competence in this critical role.

Who Should Attend?

This training is highly recommended for any person that is associated with Sales Management, such as:

- ✓ Sales Director
- ✓ Sales Managers
- ✓ Sales Operation
- ✓ Sales Support Managers
- ✓ Human Resource Directors

The course is relevant to the following departments:

- ✓ Human Resources
- ✓ Sales Department
- ✓ Finance Department
- ✓ Business Department
- ✓ Compensation and Benefits
- ✓ Account Management

Organized by: _____

