

## Sales Team Management

All courses can be virtual or face to face

### Sample Content Includes:

- **The Role of the Sales Manager**
- **Managing Different Personalities**
- **Setting Targets and Strategy**
- **Identifying Challenges**
- **Planning and Forecasting**
- **Measuring and Managing Sales Performance**
- **Coaching the Sales Team**
- **Motivating the Sales Team**
- **Planning for and Running Sales Meetings**

**Contact us for a full course outline.** ★★★★★

