

SALES MANAGEMENT

DAYS OF TRAINING: 1

PREREQUISITES: None

EFFECTIVE SALES TEAMS

Managing sales
Selecting sales professionals
Building relationships
Building trust in sales teams

EFFECTIVE SALES PERFORMANCE

Training sales professionals
Sales performance
Sales meetings

MANAGING SALES TERRITORIES

A territory strategy
Conducting territory reviews

FORECASTING SALES REVENUE

Understanding sales forecasts
Developing forecasts

MOTIVATING SALES TEAMS

Motivating sales professionals
Measuring motivation levels
Improving sales performance

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