



"Sales Managers Course - Leading your team from the front"

Being a great sales person doesn't mean you will be a great manager but it also doesn't mean you can't be! It can be quite a challenge to go from being a team member to now being the boss. Being a sales manager needs a different but allied skill set to get the most from your team and yourself. Having done this a few times we are really well placed to coach you from sales person to sales manager and help you lead from the front and get the most from your team.

1. Developing your management skills
2. Understanding your individual team members motivations
3. Setting targets
4. Joint calling
5. Setting up strong & effective reporting structures