



First Select

Integrated Skills of Sales Teams Management

Date	Venues	(\$)Fees	Book your seat
21 Dec -25 Dec 2025	Jakarta	3300	Register Now

As a Sales Manager you must be a strong leader, powerful motivator, efficient organiser, accurate forecaster, numerate budgeter, and inspired speaker, whilst being a successful salesperson! This intensive Sales Management course will help you develop the exceptional and rounded business skills required to fulfil this demanding role.

Objectives:

This sales management training course ensures that Sales Management is approached with a clear and necessary balance between achieving business objectives and maintaining a motivated and committed sales team.

Who should attend?

Senior Sales and Marketing Manager, Sales and Marketing Personnel and those responsible for strategic decision making, from senior managers to CEO's. Suitable for delegates both from the private sector as well as the public sector and government, as well as product and service companies.

Course Outline:

Sales Team Management Skills:

- Coaching and Counseling for Sales Success
- Motivating the Sales Team to Peak Performance
- Evaluating Your Sales Reps After Sales Calls
- Emotional Intelligence in Selling

Sales Team Management Functions:

- The Planning, Organizing, Directing and Controlling Functions
- Sales Forecasts: Asking the Right Questions when Forecasting
- Quota Management
- Setting Quotas for Your Sales Team
- Ways to Ruin a Sales Force

Goal and target setting:

- Setting goals and targets inline with business requirements
- SMART targets
- Reviewing targets

Training Your Sales Team:

- On-the-job Training
- Sales Competency Models: Sales Competency Based Training

Motivation:

- The importance of team identity
- Understanding motivational factors and how they differ from person to person
- Getting to know your team members
- Incentives
- Reviews
- The importance of consistent feedback (link back)
- Keeping everyone focused

Forecasting and Action Planning:

- Keeping on track
- Keeping on track of the activities of all the team
- Using statistics to check validity
- Sales plan forming using past data to maintain the pipeline

Creating the Perfect Offering:

- Product
- Price
- Place
- Promotion
- Putting the P's Together
- Multiple Mixes

The Definition of Marketing:


- The Sales and Marketing Interface
- Philosophies

Review of Programme:


- Other Recommended Programmes
- Coaching & Mentoring Skills
- Building High Performance Teams
- Building Managing & Motivating Remote Teams

WORKSHOP STYLE:

This will be a participative workshop with a mix of interactive learning sessions, exercises and discussions aimed to provide maximum impact and learning retention for all delegates.

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