



First Select

Managing a Sales Team

Date	Venues	(\$Fees	Book your seat
14 Dec -18 Dec 2025	Jakarta	3300	Register Now

Objectives:

By the end of the program, participants will be able to:

- Analyze the various principles underlying the sales management functions.
- Practice human relations skills pertaining to sales teams' management.
- Demonstrate professional behavior as sales managers/supervisors with their teams.
- Apply sales competency models in interviewing, training and evaluating sales professionals.

Who should attend?

Sales managers, sales supervisors and team leaders involved in leading a sales team.

Course Outline:

The Nature and Scope of Sales Management:

- A Model of Sales Management Competencies
- Traits of Excellent Sales Managers
- Market Place Changes and Selling Consequences

Sales 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

Sales 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

Training Your Sales Team:

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

Sales Manager's Time Allocations:

- How Sales People Spend Their Time

- Wrong Sale Practices
- Strategic Selling

Interpersonal Skills:

- How to Build a Winning Sales Team
- Team-player Survey
- How to Be a Top-producing Sales Manager

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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