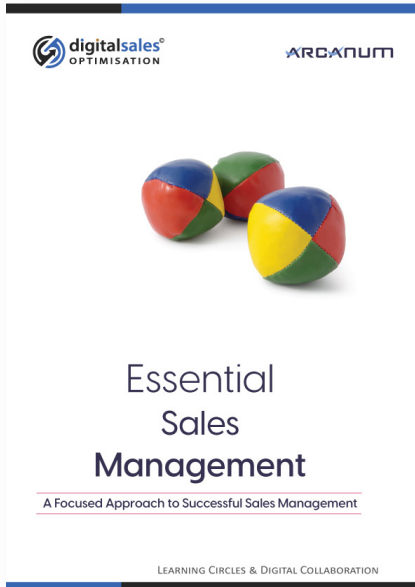


# 'Essential Sales Management'

## Building Relationships: The First 90 Days and Beyond

**VIRTUAL WORKSHOP WITH PRE & POST MODULES**  
USING THE WIZTANGO DIGITAL LEARNING PLATFORM



A CUSTOMISABLE DIGITALLY BLENDED  
COLLABORATIVE LEARNING EXPERIENCE WITH  
**MULTIPLE DELIVERY** AND **DURATION** OPTIONS & FORMATS

### SELECTED TOPICS & MODULES

UNDERSTANDING  
THE JOB

ADOPTING  
DIFFERENT STYLES

TIME & ACTIVITY  
MANAGEMENT

MANAGING  
UNDERPERFORMERS

COACHING:  
'ASK DON'T TELL'

MANAGING  
CONFLICT

PLANNING, ORGANISING  
& CONTROLLING

CUSTOMER  
RETENTION

HIRING &  
RECRUITMENT

DIGITAL SALES  
OPTIMISATION

There are few more critical positions in any organisation than sales managers, yet many find themselves promoted to the job without any formal training, and are typically considered because of their selling skills, not management skills.

The job requires a new set of skills which is now managing a team of people, so success for sales management hinges on developing an extensive range of new and very different skills that need to be learned quickly and easily. Essential Sales Management identifies what Managers need to do and just as importantly, understand how to do it.

Part of the course involves developing a sales strategy around Digital Sales Optimisation a tool which allows dynamic management of a salesforce, and creates a process to get the whole team delivering like champions.