



Sales Readiness Group

# Comprehensive Sales Management

## SALES LEADERSHIP SERIES

**Comprehensive Sales Management** is an engaging, complete sales management program designed for both experienced and new sales managers that provides practical application of critical sales management techniques within a unique simulation format. Participants in this program develop and communicate a sales vision, plan and deliver sales meetings, plan and deliver coaching and counseling to team members, and practice interviewing and selecting candidates.

**Focused and intensive practice solidifies** the adoption of new methods and tools. Sales leadership and management skills work together and often overlap. Learning and practicing these skills in one comprehensive program provides sales managers invaluable experience that has immediate real-world application.

**Comprehensive Sales Management** provides world-class content and practice on the seven most critical sales manager skills in a stimulating simulation based environment. Participants have the opportunity to practice leadership and management skills using highly realistic scenarios, greatly increasing the adoption of new skills with their real-life sales teams.

**Comprehensive Sales Management** modules and topics include:

- Improving sales leadership skills and abilities
- Managing sales performance
- Allocating coaching time based on ROI
- Implementing sales coaching plans
- Counseling underperforming or problem team members
- Interviewing and selecting sales stars
- Leading motivational sales meetings

*Sales Readiness Group solutions are tailored to the exact requirements, culture, and challenges of your organization.*

## Program Delivery

- Group Workshops
- One-On-One Coaching
- Web-Based Synchronous Sessions

## More Sales Leadership Programs

- Sales Leadership
- Managing Sales Performance
- Recruiting and Selecting Stars
- Counseling for Improved Performance
- Sales Coaching
- Precision Leadership Coaching

### Sales Readiness Group, Inc.

Sales Readiness Group provides clients with customized solutions that improve sales performance, develop sales leaders who inspire and drive great results, and build more effective sales organizations.

8015 SE 28th Street, Suite 206, Mercer Island, WA 98040, Toll Free: 1-800-490-0715

info@salesreadinessgroup.com, <http://www.SalesReadinessGroup.com>



Sales Readiness Group