



Sales Readiness Group

Sales Coaching

SALES LEADERSHIP SERIES

Sales Coaching is a sales leadership development program that helps sales managers become better and more effective coaches to their sales professionals. This program provides sales managers with the skills, knowledge and tools they need to systematically improve the performance of their sales professionals.

Sales coaching is a critical job function for every sales manager. Sales professionals need and want consistent and targeted coaching to help them improve aspects of their performance that need strengthening and reinforce those that are performed well. Effective and systematic sales coaching improves team productivity and morale, and reduces turnover.

Sales Coaching provides sales managers with a ready set of coaching skills and tools to professionally address the individual development needs of sales professionals.

Sales Coaching modules and topics include:

- Implementing strategic and tactical coaching
- Allocating coaching time based on ROI analysis
- Planning motivational coaching sessions
- Acting as a coach (not a sales professional) on sales calls
- Conducting constructive tactical coaching conferences
- Collaborating with direct reports for ongoing professional development

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

Program Delivery

- Group Workshops
- One-on-One Coaching
- Group Coaching
- Web-Based Synchronous Sessions
- Train the Trainer

More Sales Leadership Programs

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

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