



Sales Readiness Group

Sales Leadership

SALES LEADERSHIP SERIES

Sales Leadership is a program that helps sales managers improve their leadership abilities and motivate their teams to produce exceptional sales results. This program offers sales managers a practical approach to developing a vision for their team, learning leadership styles and motivation techniques, and improving their personal abilities to become a leader their sales team will eagerly follow.

Leaders aren't born or made, they are both. Every sales manager possesses unique strengths, but is not naturally strong in all aspects of leadership. A deficiency in one area of leadership can define a manager, no matter how good they are in other areas. Great sales leaders are managers who are able to successfully motivate their teams to achieve the best sales performance possible.

Sales Leadership not only helps sales managers set the vision for the team, but also provide the strategies, tactics and exemplary personal example to achieve that vision.

Sales Leadership modules and topics include:

- Understanding and defining sales leadership
- Creating and executing a sales vision
- Enhancing decision making skills
- Influencing and motivating the sales team
- Improving personal leadership abilities
- Learn to use four leadership styles and six sales professional motivators to achieve the maximum impact on the sales team
- Complete an individual, long range personal development plan and make the commitment to continual improvement

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

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