

Inside Sales Management Masterclass

Do you want to develop your sales team into outstanding sales professionals? If so then this Inside Sales Management training course is for you.

This one day Masterclass is a result of my 25 years working with sales people across many sectors.

As an Inside Sales Manager, you are in control of the power house of company growth and development because you are in charge of sales, and that means growth and development.

It is you and your sales team that will drive the success of your business. A product or service, no matter how well designed, will only succeed with great sales, and great sales teams are developed by great Sales Managers.

This sales management programme is only for Sales Managers who want to be unstoppable. If you want to motivate and build an outstanding Sales Team then this is for you.

Accompanied with full workshop material and a 60 minute video series covering the topics in full HD viewable before the programme and afterwards to help reinforce.

Plus a short online test, if you need to assess the learning.

Call or email now to discuss how we can tailor the workshop for you



The content rich one-day Masterclass will cover:

- The role of an Inside Sales Manager
- Maximising company resources
- Styles of Sales Management
- Making the best use of your time
- Turning corporate objectives into sales targets
- Performance management and handling under-performers
- The motivation formula
- Confident communication skills and successful sales meetings
- Sales incentives
- On the job coaching strategies

“Can I say, we were extremely impressed with your course and absolutely delighted to have taken part. The group took so much on board and I can already start to see them using the initiative with some things and we are only at day 1.”

Lee Samuels, Sales Manager



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