

Sales Management Training

The objective of our sales management training is to equip sales managers with the entire range of tools and techniques they need to extract the highest level of performance from their sales team.

Sales management skills developed

The workshops cover all elements needed to create outstanding sales performance:

Creating Vision – providing direction & inspiration

Formulating Sales Strategy – identifying the competitive arena

Organizing People – communicating structures & roles

Inspiring Performance – leading & motivating the whole team

Developing Capability – creating a positive climate of personal & team development

Training Philosophy

Customize workshops are intensive and highly interactive and designed to *Stimulate AWARENESS, Create UNDERSTANDING, Generate INSIGHT, but more importantly to Inspire ACTION.*

Who is the training for?

The training would be useful for the following staff:

- *Sales Directors and Sales Managers wanting to create outstanding sales performance through leadership, motivation, performance management, coaching and team development*
- *General Managers and Commercial Managers who need to understand sales management techniques in order to provide leadership to commercial operations*

Customize

Customize are specialists in sales, sales management & customer strategy, having worked with both large and small sales organisations in the UK and overseas. Contact Rennie Gould in the first instance to discuss our experience and your requirements.

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