



FourThirds

Win - Grow - Transform

Sales Management



Who this programme is for

This course is beneficial to anybody who is in a sales management role and also to people about to move into one of these both challenging and exciting roles. The course is also good as it allows comparison of new industry standards with the old less effective ones.

Course overview

Course Content

Benefits to your organisation and Individuals

Delegates will learn how to develop a plan of action to maximise effectiveness of sales through other people, which will lead to a greater credibility within the organisation. This also creates a much accelerated career path for the individual.

Delegates will bring back a modern and up to date management style suitable for today's competitive market using clearly defined processes and methodologies with the ability to prioritise activities to maximise sales potential.