



Training Seminars & Conferences
www.euromatech.com



An Intensive 5-Day Training Course

Managing a High-Performing Sales Team



PROGRAMME SUMMARY

The main goal of EuroMaTech's Managing a High-Performing Sales Team training course is to give sales professionals a range of tools to effectively manage and lead their team. The main focus of the training will be on improving managerial efficiency and all aspects of team leading development. Sales professionals will be equipped with the fundamental techniques of hiring, training, developing and managing team to achieve maximum performance and revenue. Delegates will walk away from this programme with a specific action plan and the tools they need to lead a successful sales team.

Virtual
learning service
available



Date	Venue	Fee(\$)
24 - 28 Jul 2022	Dubai	US\$ 4,950
06 - 10 Nov 2022	Dubai	US\$ 4,950

INTRODUCTION

The world of selling is undergoing some dramatic changes. New buyer behaviour and emerging technologies are changing, along with how sales organizations go to the market and build customer relationships. Leaders of sales teams encounter challenges to find and engage resources across functions and organizations. They cope with a higher knowledge burden and a far more diverse set of soft skills to retain both top performers and unmotivated staff in order to attract the right talent with the desired skills and competencies whilst changing the current sales force's mindset and behaviour. Another big challenge is the transition from executive role to managerial position, what happens when sales training doesn't translate to sales management training. Being a sales manager is no longer about selling, it's about managing a team and helping other people maximize their performance in order to meet sales quotas.

EuroMaTech's Managing a High-Performing Sales Team training course has been designed to meet these challenges in order to produce top sales performance from teams. Being a good sales professional isn't just about being able to sell well, the role requires great business sense and excellent leadership skills. A sales professional is expected to maximise his sales and get the best results for the business through its team. To lead high performance teams sales professionals have to assume a multitude of roles: coach, psychologist, mentor, leader. They're responsible for coaching and motivating their team to make sure they have the right skills to develop. They need to know how to develop and execute a successful sales strategy. A range of ideas within this training course will help professionals to hit their targets through better people management. The immediate rewards are better commission, personal development for the team, happier customers and excellent long-term benefits for the company.

Participants attending EuroMaTech's Managing a High-Performing Sales Team training course will develop the following competencies;

- Develop awareness of current trends in sales
- Understanding all roles of sales professionals
- Building knowledge of hiring and developing highly-performing sales team
- Understanding teams, different differences and learning styles
- Managing and motivating their teams more efficiently
- Learning the main principles of coaching and motivation
- Understanding the techniques to manage top and under performers
- Understanding the importance of an emotionally intelligent sales culture
- Supporting their organisation by becoming highly effective leader

TRAINING METHODOLOGY

EuroMaTech's Managing a High-Performing Sales Team training course combines conventional teaching with a high level of participation. Each module includes practical exercises to try out the new knowledge and skills learnt using small and whole group exercises, discussion of topics, case studies, brainstorming and role plays. Participants will be able to capitalize on their existing experience and expertise, immediately applying new skills to their individual workplace.

In-house Training

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.



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Website:
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WHO SHOULD ATTEND

EuroMaTech's Managing a High-Performing Sales Team training course is beneficial for:

- Entrepreneurs
- Business Owners
- Chief Executives
- Sales Directors
- Sales Managers
- Sales Team Leaders

PROGRAMME OBJECTIVES

During EuroMaTech's Managing a High-Performing Sales Team training course sales professionals will:

- Gain insight into new trends in sales
- Analyse personal SWOT analyses
- Examine sales and business strategies
- Improve productivity by understanding principles of time and stress management
- Identify their own managerial and leadership skills
- Improve their external and internal negotiating skills
- Learn strategies recruit and develop best talents
- Improve their coaching and mentoring skills
- Manage effectively sales activities
- Learn to set SMART targets
- Study the importance of continued learning development
- Learn how to develop emotionally intelligent teams

QUALITY CERTIFICATIONS & ACCREDITATIONS



COURSE OUTLINE



Day 1

Sales Challenges and Strategies

- New trends in sales
- Personal SWOT analyses
- Different roles of sales professionals
- Understanding of corporate, business and market level strategy
- Planning, delivering and monitoring business strategy
- Revenue forecasting
- Importance of cross-functional collaboration

Day 2

Managerial Productivity

- Sales management styles
- Sales leadership
- Time management and personal productivity
- Stress management
- Art of delegation
- Building effective working relationships
- Productive internal and external negotiation skills

Day 3

Sales Talent Development

- Developing sales executives into managerial roles
- Hiring the right talent
- Conducting appraisals and evaluations
- Giving constructive feedback
- Retaining the staff and reducing turnover
- Understanding differences in teams and learning styles
- Managing top performers and under performers
- Developing business acumen and big-picture thinking of the team
- Coaching and mentoring

Day 4

Sales Performance Management

- Managing sales activities
- Key Performance Indicators to measure sales performance
- Mastering cycle management
- Increasing up sell and cross sell
- Boosting repeat business
- Setting and managing SMART sales targets
- Motivating and inspiring your team
- Creating sales incentives and healthy competitions

Day 5

Creating Winning Sales Culture

- Creating continued learning environment
- Developing emotionally intelligent teams
- Improving team collaboration
- Agility and flexibility
- Action planning

Managing a High-Performing Sales Team

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This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).*

Your Details

Name (Mr/Ms):

Position: Organisation:

Address:

City / Country:

Telephone: Email:

Mode Of Payment

Please find enclosed a cheque made payable to EuroMaTech

Please invoice me

Please invoice my company as follows:

Contact Name:

Company Name:

Address:

Email:

Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, email us at info@euromatech.ae.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

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*VAT Announcement: The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.