



See more at www.zandax.com/courses/sales-management-master-class

Course information from ZandaX

Sales Management Explained (Master Class)

A premier Sales Management training course from ZandaX

Course duration: 4 hours of highly focused content (Revisit, review and revise as often as you want)

What you'll learn

- ✓ About the Course
 - ★ Get an overview of what the course covers
- ✓ Creating a Solid Foundation
 - ★ Create a solid foundation with essential skills and knowing how to solve common problems
- ✓ Setting Up Your Sales Team
 - ★ Set up a sales team that's geared to your market, your organization and your salespeople
- ✓ Sales Processes & Selling Techniques
 - ★ Organize, streamline and tailor your sales processes & techniques for maximum effect
- ✓ Sales Forecasting & Hitting Targets
 - ★ Know how to forecast, set realistic targets and use KPIs to smash those targets!
- ✓ Course Wrap Up
 - ★ Have a quick review, with key takeaways, of what you have learned

What does our Sales Management Complete course cover?

Core Sales Management Skills In One Place!

If you think that sales management is a tough job - you're right!

But the buzz you get from getting it right is a feeling you don't want to miss. (Let's not talk about getting it wrong..)

So we've combined our four Sales Management courses into one Master Class, giving you access to a full suite of learning opportunities. These will not just give you a host of new knowledge and skills, but will enable you to manage in a more controlled and relaxed way.

For many, sales management is a constant round of day-to-day issues, but with this course you'll see how to manage professionally by creating an operation where structure, process, and measured performance bring you better results, and with fewer problems!

This Sales Management skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better sales management skills?

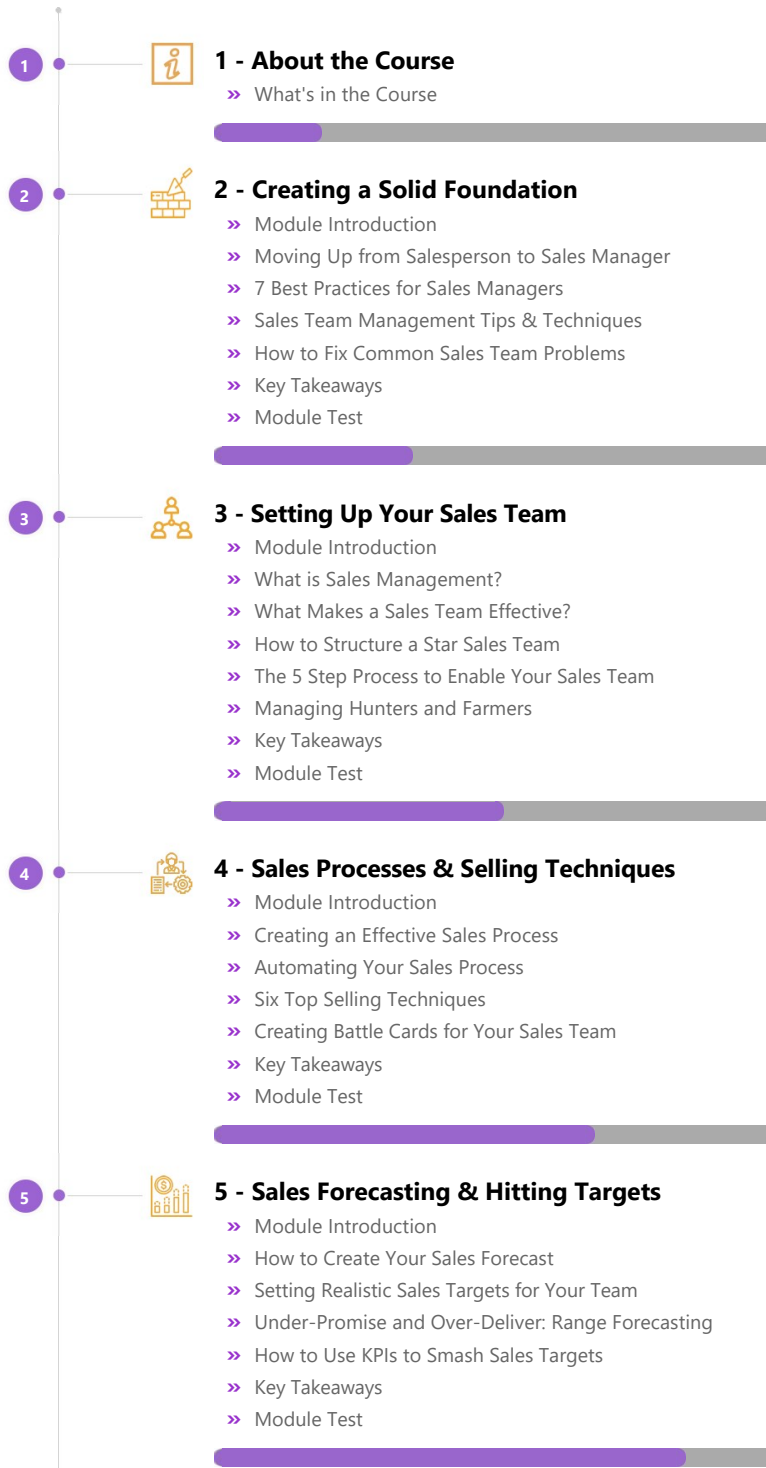
Course requirements

This is a 'back to basics' sales management course, so although experience in a sales or sales management role will be very helpful, you won't need it to understand the content.

Who's this course for?

Our Sales Management Master Class has been developed for sales management professionals, present and aspiring, who are looking for comprehensive, interactive, practical instruction on how to cover the four main areas that will determine ongoing success in sales management.

Course content for Sales Management Explained (Master Class)



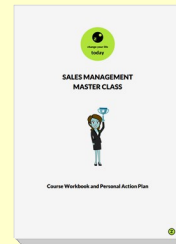


And There's a Great 98-page Workbook...

How about realizing your **full potential**?

The course comes with a great, results-focused downloadable workbook.

The workbook features:



More about the ZandaX Sales Management Explained (Master Class) course

Transform the Way You Manage Your Sales Teams

Learn how to get control - and great results - in a sales management role

This Master Class course combines our four Sales Management courses to bring you invaluable lessons in four areas:

In **Creating a Solid Foundation** we show you what's expected of you and give you practical tips on best practice, problems and how to fix them,

In **Setting Up Your Sales Team** you will see what success looks like and how to boost results with the right structure.

The **Sales Processes & Techniques** section shows you how to create, and automate your sales process, and gives an insight into six top selling techniques.

And the **Sales Forecasting & Targets** course doesn't just show you how to forecast and set targets, but how to reduce stress levels and use KPIs to smash those targets.

We don't believe you'll find this level of course, produced in such an easy-to-understand and concise format, anywhere else. And remember: adopting just one or two ideas from what we say will probably boost your sales management career for ever!

Watch the modules, revisit them time and again ... and have fun with improving your skills!

Learning format

The course is offered as follows:

You'll learn using easy-to-follow on-screen videos which you can pause, re-run and revisit as often as you like, and also through interactive content with short quizzes and questions appropriate to the course subject.

You also get a comprehensive workbook that you can use to reinforce your learning.

The course is arranged into modules, each with several lessons. Refer to the course content for more details on what's covered. This combination of videos and interactive content will enable you to get a thorough understanding of the subject.

View this course online

Visit our website at www.zandax.com/courses/sales-management-master-class to view the latest details, including related courses, prices and quantity discounts.



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