



See more at www.zandax.com/courses/setting-sales-targets-and-using-kpis

Course information from ZandaX

Setting Sales Targets & Using KPIs to Smash Them

A premier Sales Targets & KPIs training course from ZandaX

Course duration: 25 minutes of highly focused content (Revisit, review and revise as often as you want)

What you'll learn

- ✓ Setting Sales Targets & Using KPIs to Smash Them
 - ★ Employ targets to drive your team, and use KPIs to track and maximize results

What does our Setting Sales Targets & Using KPIs course cover?

After taking this course, you'll be able to:

- Set realistic sales targets for your team
- Use KPIs to smash your sales targets

This Sales Targets & KPIs 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 Targets & KPIs skills?

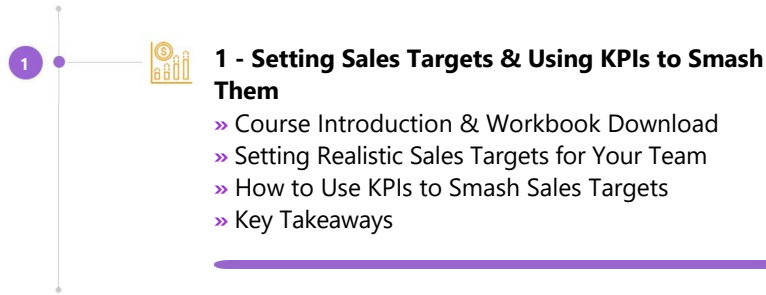
Course requirements

This is a 'back to basics' 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 Forecasting & Setting Targets course has been created for sales managers, present and aspiring, who are looking for an interactive, practical induction into how to set realistic targets and use KPIs to hit and exceed those targets.

Course content for Setting Sales Targets & Using KPIs To Smash Them



More about the ZandaX Setting Sales Targets & Using KPIs To Smash Them course

Set Targets and Manage Them for Success

The course will show you how to set targets that are achievable, and use KPIs to hit and exceed them on a consistent basis.

You'll learn about setting realistic targets - so people are stretched - but not over-stretched - and motivated at the same time.

And we get to the focus of day-to-day sales management: using KPIs to smash your targets! You'll see how focusing hard on the right things will remove distractions, and boost results.

At the end of this course, you'll know how to employ targets to drive your team, and use KPIs to track and improve the results you see.

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/setting-sales-targets-and-using-kpis to view the latest details, including related courses, prices and quantity discounts.

ZandaX

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