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Course information from ZandaX

## Sales Management: Creating A Solid Foundation

A premier Sales Management training course from ZandaX

Course duration: 1 hour 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
- ✓ Course Wrap Up
  - ★ Have a quick review of what you have learned

### What does our Sales Management Foundation course cover?

#### Great Sales Management Has A Solid Foundation!

Whether you're new into the role or a grizzled veteran, there's lots in here for you!

That's because sales management is a highly variable and demanding environment, where every day can throw up new challenges. So a structured approach can make resolution of problems much easier - and eliminate others before they arise!

This course takes the fundamentals and organizes them into a set of lessons that give you the skills and understanding you need, along with some great tips and techniques for managing and problem solving in a controlled and proactive way.

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?

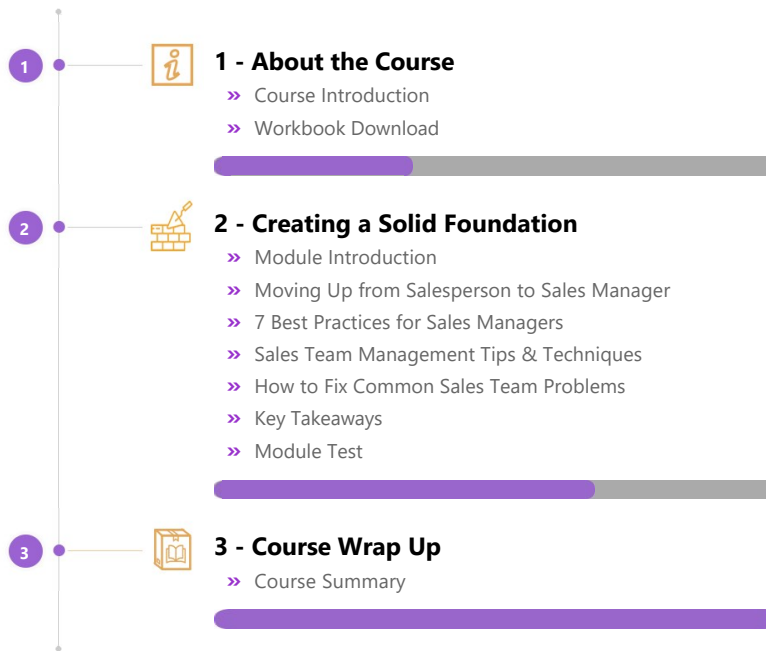
### Course requirements

This is a 'back to basics' course, so no experience in a sales or sales management role is needed, though if you're already in the role, you'll still find plenty to learn and think about!

### Who's this course for?

Sales managers, new or aspiring, who are looking for an interactive, practical induction into what they need to succeed in their role as a sales manager, rather than a salesperson.

## Course content for Sales Management: Creating A Solid Foundation



### And There's a Great 33-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: Creating A Solid Foundation course

#### Set the Rules for Your Success in Sales Management

##### Learn how to build a solid foundation for success in Sales Management

This fully interactive online workshop shows you how to successfully **change from salesperson to sales manager**, then how to adopt **rules for best practice** that will make achieving success a whole lot easier.

Then we give you a number of invaluable **tips and techniques** for sales management that move you on further in creating a positive and successful team.

Finally, we identify what are the most **common problems faced by sales managers** ... and how to resolve them. So you'll be able to anticipate these problems - and deal with them effectively when they arise.

You'll get a great insight into how to set yourself up for success by following rules that are not only easy to adopt, but have been proved to work in the heat of battle!

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-solid-foundation](http://www.zandax.com/courses/sales-management-solid-foundation) to view the latest details, including related courses, prices and quantity discounts.

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