Course information from ZandaX

Setting Up Your Sales Team

A premier Sales Team 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
✓ Setting Up Your Sales Team
  ★ Set up a sales team that's geared to your market, your organization and your salespeople
✓ Course Wrap Up
  ★ Have a quick review of what you have learned

What does our Setting Up Your Sales Team course cover?

Reinforce Talent With The Right Structure

Don't we all know that, although it's tough to get the right talent on board in your team, you still have no guarantee of success?

And trying to drive everyone through sheer force of personality makes it all too, well, personal!

In this course, we explain what's needed for success as a sales manager, and in a sales team.
We also show you how to set up your team, and manage different types of salesperson, in a way that's not only effective, but reduces your overhead in management and problem-solving, too.

And, like all our courses, we don't just show you the "why" - we show you "how" to make it happen!

This Sales Team 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?
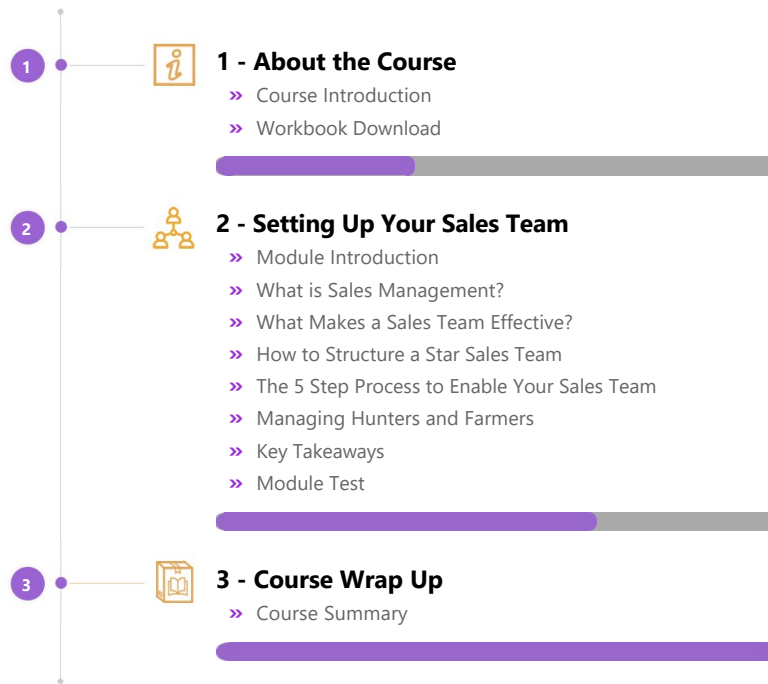Just think about this: how much would you benefit if you had better sales team skills?

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?

Sales managers, present and aspiring, who are looking for an interactive, practical induction into productive ways to set up the structure of their sales teams for star performance.

Course content for Setting Up Your Sales Team

1 - About the Course
- » Course Introduction
- » Workbook Download

2 - Setting Up Your Sales Team
- » Module Introduction
- » What is Sales Management?
- » What Makes a Sales Team Effective?
- » How to Structure a Star Sales Team
- » The 5 Step Process to Enable Your Sales Team
- » Managing Hunters and Farmers
- » Key Takeaways
- » Module Test

3 - Course Wrap Up
- » Course Summary

And There's a Great 35-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 Setting Up Your Sales Team course

Set Up Your Team For Success

Learn how to set up your sales team for success - and less stress, too!

In this course, you'll get a fundamental understanding of what makes a sales manager, and a sales team, effective. And how to set up the structure you need for success.

We start with an overview of **what sales management is** - and what its requirements are.

Then we explain **what makes a sales team effective** - in other words, what you should be looking for.

Next, you'll learn **how to structure a star sales team**, using one of the models we outline, tailored to your own situation.

We then give you a **five step process** for making sure the structure you adopt is the right one, before finishing with a lesson on **managing Hunters and Farmers** - those two very different, but essential, personalities in your team.

This course will enable you to create a structure for your sales team that maximizes its effectiveness - and the sales you all achieve.

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-up-your-sales-team to view the latest details, including related courses, prices and quantity discounts.