

Maximize the Potential of Your Sales Team



Timeo-Performance
Get results



AUTHORIZED PARTNER

QUICK VIEW



100% distance-learning



Approximately
5.5 hours (+ 3 optional hours)



Sales managers

Leading a top-notch sales team isn't something that comes about through luck. Good sales managers have a full arsenal of strategies at the ready for selecting, motivating, training and retaining a talented and productive team. They know how to celebrate and reward the big wins, as well as handle poor performance when it arises. This program focuses on upbeat and well-tested strategies from Butch Bellah, the author of several books on the subject and a salesman and manager with over 25 years of experience in the trenches himself.

FOLLOW THE PATH

- 1 Take on the roles of a sales manager
- 2 Adapt coaching to performance
- 3 Provide ongoing training
- 4 Manage your team's pipeline
- 5 Set team goals and motivate wins
- 6 Run a sales meeting
- 7 Address poor performance
- 8 Strengthen cross-functional relationships (optional)
- 9 Recruit and onboard (optional)
- 10 Groom future sales managers (optional)



BUTCH BELLAH

Expert salesperson, speaker and sales coach. Named one of the Top 50 Sales Experts and one of the Top 100 Business Coaches to follow on Twitter. Author of *Sales Management for Dummies* and *The 10 Essential Habits of Sales Superstars: Plugging Into The Power of Ten*.

FOR PROVEN BENEFITS

Manage, recruit and motivate your sales force



Help your team grow in the long term