



General Physics (UK) Ltd
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Leading and Coaching Sales Teams to Success

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Leading and Coaching Sales Teams to Success

Duration

2 days

Overview

A dynamic learning experience enabling sales leaders and coaches to motivate and support each of their team members to consistently lift sales performance.

It is during challenging times that sales teams require the most effective and influential sales leaders with new ideas, reinvigorated approaches and quicker results. This programme is designed to uniquely achieve this for you and your business.

Objectives

When you complete this programme:

- Your Team will want to work for you even more
- You will understand your people at a much more deeper and effective level, giving you added confidence and sharpened skills to influence their performance
- You will be consciously more competent
- You will increase sales faster and more consistently!
- You will have cutting-edge 'Advanced' leadership skills, stronger team relationships and critically, the strategy and approach to take you and your sales team out of challenging times and into your 'Best Year Yet'

Agenda

1. Balance your 'Management' role with 'Leading' your people (making this a particularly unique development opportunity) and be able to use this to influence your team's results quickly through behaviour, attitude, skills and approach
2. Be more confident in who you are as a person, as a manager and as a leader with the ability to build further on your strengths in order to influence the people and performance of your team



3. Possess critical skills in motivating each member of your team, delegate, inspire, challenge, encourage and critically coach and follow up on commitments made throughout the month and year
4. Run highly effective and motivational team meetings which generate results
5. Become the 'role model' to your team, achieving long lasting, 'extraordinary' sales performance, year in, year out

Further Information

Having completed this sales leadership programme, we would suggest the sales professional attends the 'Extraordinary Client-Centred Selling', 'Advanced Extraordinary Client-Centred Selling' programme and/or the 'Successful Account Management in Practice' programme to enhance their own knowledge and skill in leading a successful sales team.

Prework

- What are the key learning outcomes for the sales leader and coach
- Consider a 'challenging' team member who you need/want to coach and improve their performance
- Capture this 'anonymous' case study for use during the 2 days

Recommended Reading

7 Habits of Highly Effective People - Stephen Covey
Leadership Practices Inventory - Kouzes & Posner's

Knowledge Level

New to sales professionals, existing sales professionals who require a 'fresh' approach to the role, existing sales professionals requiring international industry standard sales training.