



## Sales Management Master Class

### 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
- ✓ Setting Up Your Sales Team
  - ★ Set up a sales team that's geared to your market, your organization and your salespeople
- ✓ Sales Processes & Selling Techniques
  - ★ Organize, streamline and tailor your sales processes & techniques for maximum effect
- ✓ Sales Forecasting & Hitting Targets
  - ★ Know how to forecast, set realistic targets and use KPIs to smash those targets!
- ✓ Course Wrap Up
  - ★ Have a quick review, with key takeaways, of what you have learned

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

#### Core Sales Management Skills In One Place!

If you think that sales management is a tough job - you're right!

But the buzz you get from getting it right is a feeling you don't want to miss. (Let's not talk about getting it wrong..)

So we've combined our four Sales Management courses into one Master Class, giving you access to a full suite of learning opportunities. These will not just give you a host of new knowledge and skills, but will enable you to manage in a more controlled and relaxed way.

For many, sales management is a constant round of day-to-day issues, but with this course you'll see how to manage professionally by creating an operation where structure, process, and measured performance bring you better results, and with fewer problems!

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?

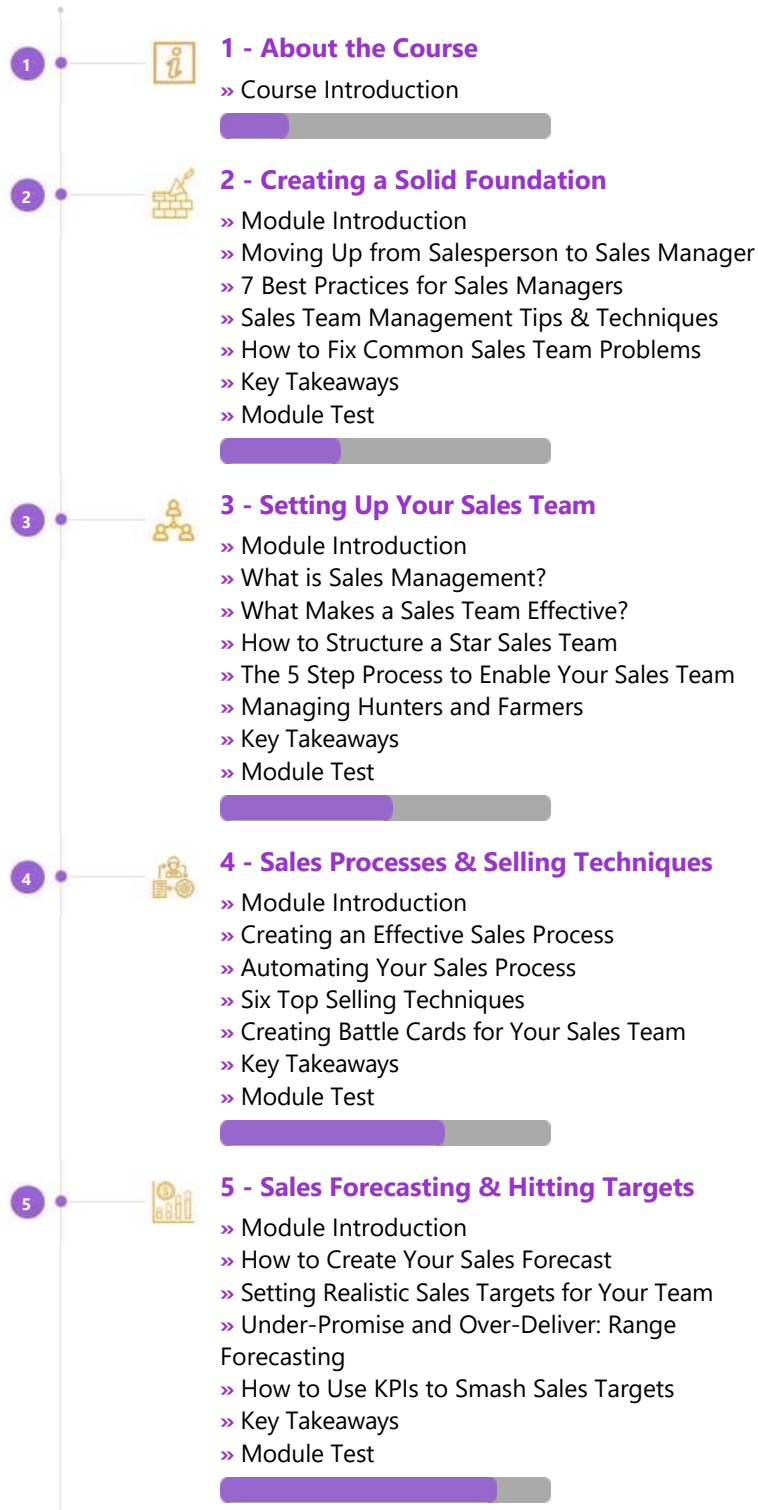
## Course requirements

This is a 'back to basics' course, so although experience in a 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 comprehensive, interactive, practical instruction on how to cover the four main areas that will determine ongoing success as a sales manager.

## Course content for Sales Management Master Class





## And There's a Great 73-page Workbook...

How about realizing your **full potential**?

Choose the **Development** course option and get your own great, results-focused downloadable workbook.

The workbook features:

- **Summary notes** of the course to refer to as you go
- Space for **your own notes** alongside the summaries
- Apply the lessons in each module to your own situation and needs
- The **unique ZandaX Personal Action Plan** with four structured Follow Up Sessions for you to monitor and manage your ongoing development
- A final Review Session for you to see just **how far you have come!**



## More about the ZandaX Sales Management Master Class course

### Transform the Way You Manage Your Sales Teams

#### Learn how to get control - and great results - in a sales management role

This Master Class course combines our four Sales Management courses to bring you invaluable lessons in four areas:

In **Creating a Solid Foundation** we show you what's expected of you and give you practical tips on best practice, problems and how to fix them,

In **Setting Up Your Sales Team** you will see what success looks like and how to boost results with the right structure.

The **Sales Processes & Techniques** section shows you how to create, and automate your sales process, and gives an insight into six top selling techniques.

And the **Sales Forecasting & Targets** course doesn't just show you how to forecast and set targets, but how to reduce stress levels and use KPIs to smash those targets.

We don't believe you'll find this level of course, produced in such an easy-to-understand and concise format, anywhere else. And remember: adopting just one or two ideas from what we say will probably boost your sales management career for ever!

Watch the modules, revisit them time and again ... and have fun with improving your skills!

### Learning options

This course is delivered as fully interactive online content which you can pause, re-run and revisit as often as you like. You can view the content in any order, and review whatever you like at any time.

The course is offered with the following option:

#### Interactive option

This is our most popular course option because it also includes a comprehensive ZandaX workbook and Development Plan which allows you to engage fully and deepen your understanding enormously.

**This option is for you** if you're serious about your development.

**ZandaX**

ZandaX – Change Your Life ... Today

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