



Sales Management: A Solid Foundation

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?

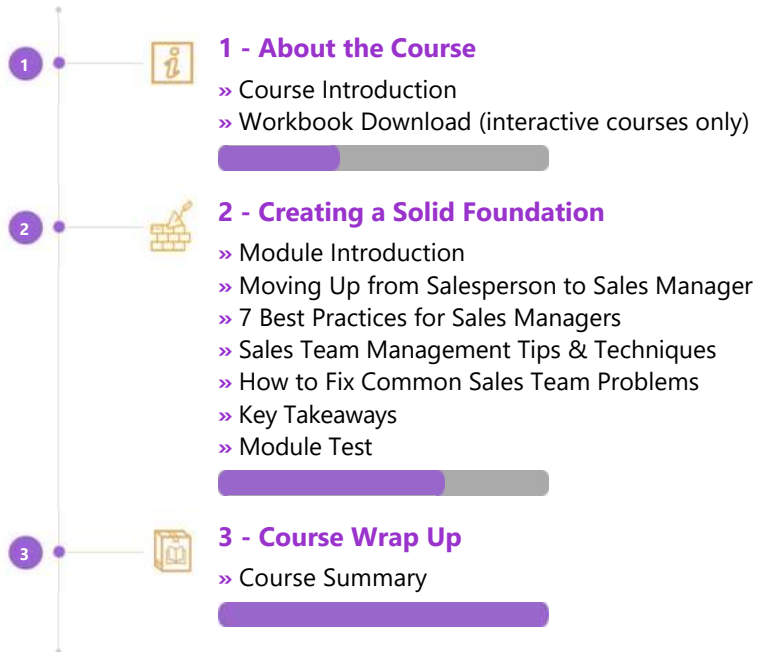
Course requirements

This is a 'back to basics' course, so no experience in a sales 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: A Solid Foundation



And There's a Great 28-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: A Solid Foundation course

Set the Rules for Successful 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 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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