

C U S T O M C O U R S E

Sales Managers Workshop



DTS International

54 Flinders Street, Darlinghurst NSW 2010 Sydney, Australia **Phone:** 02 9360 5111 **Fax:** 02 9360 5199
Email: info@dtssydney.com **Website:** www.dtssydney.com



Why Sales Managers Workshop?

Sales Managers today need to have a keen awareness of their sales team's strengths and limitations. Playing to a sales team's strengths and understanding their limitations and how to manage around them is paramount to success. Businesses today are understanding the value of harnessing the soft skills of their people. This workshop helps sales managers gain the awareness and skills to manage teams more effectively.

Doug Malouf is known as one of the top sales trainers in the world. He has delivered over 2500 corporate presentations and there are more than 300,000 people worldwide using his ideas. Doug has authored 9 books including the best selling **How to Sell Stacks and Stack of Anything**. His other titles are around communication, presentation and customer service.

Purchase any of Doug's books: <http://dtstraining.com.au/products.html>

What is the Sales Managers Workshop?

Many organisations are opting for the concept of "team selling". The key to this idea is knowing which of your salespeople will relate best with each type of prospect. The Sales Managers Workshop is designed to equip sales managers with the their ability to understand their salespeople and how best to utilise their natural skills.

In this workshop you will learn:

- To understand your own behavioural/management style
- To identify and understand your teams behavioural strengths and weaknesses
- To motivate your sales force
- To develop a high performance sales team
- To identify and understand buying behaviours of prospects
- To utilise your teams communication/sales strengths to close more business
- What other top sales managers are doing to improve performance
- To understand and implement the concept of "Behavioural Flexibility"

This interactive workshop has been designed to give sales managers the basic tools to success. Participants leave with sales management skills that can be implemented immediately in your business.

Who Should Attend the Sales Managers Workshop?

The Sales Managers Workshop has been designed so that it can assist those new to sales management and the seasoned professional. The people that will benefit include:

- Business Owners
- Sales Managers
- Sales Team Leaders
- Customer Service Team Managers
- Salespeople (Moving into Management)

Workshop Format

The Sales Managers Workshop involves participants becoming attuned to their behavioural style and the style of their sales team. This Workshop can be delivered in a format of one day or two half day's, both of which follow a basic structure:

Session One

- The six critical sales management skills
- The four reasons sales people stop selling
- Why sales competitions don't work
- What high performance salespeople are looking for

Session Two

- Understanding your management strengths
- Becoming aware of your management limitations
- Identifying your teams ideal prospects

Session Three

- Identifying your teams individual selling styles
- Coaching your team for maximum effectiveness
- Understanding buying behaviour using the DISC system

Session Four

- Motivating your sales force individually
- Developing a model for selecting salespeople

Note: The session content and length can be customised to include examples specific to your business.

What Do I Get?

As a part of this program each participant will receive:

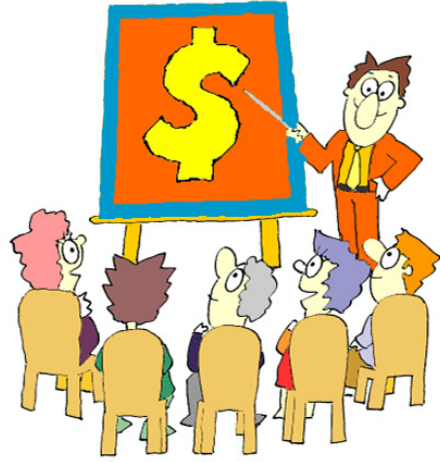
- **A copy of the best selling "How to Sell Stacks and Stacks of Anything" book**
- **A Personalised 24 Page DISC Profile**
- **Customised Workbook**
- **A DTS International Accredited Facilitator**
- **Certificate of Completion**

Ask us how this course can be licensed to be run in house by your own internal trainers!

Call us now to book your own Sales Managers Workshop for you and your sales management team

02 9360 5111 or info@dtssydney.com

Sales Managers Workshop



Sales Managers Workshop

Sales Managers today need to have a keen awareness of their sales team's strengths and limitations. Playing to a sales team's strengths and understanding their limitations and how to manage around them is paramount to success. Businesses today understand the value of harnessing the soft skills of their people.

This workshop will empower participants with strategies and skills to manage teams more effectively. Many organisations are opting for the concept of "team selling". The key to this idea is knowing which of your salespeople will relate best with each type of prospect. The Sales Managers Workshop is designed to equip sales managers with the their ability to understand their salespeople and how best to utilise their natural skills.

Each participant will receive a customised workbook, a certificate of completion, a personalised 24 page behavioural profile and an accredited facilitator for the duration of the workshop.

Results and Benefits

The Sales Managers Workshop assists participants become more attuned to their behavioural style and the individual styles of their team members. This workshop is delivered in a 1 day or 2 day format.

In this workshop participants will learn:

- **To Understand Their Behavioural/Management Style**
- **To Identify Their Team Member's Behavioural Style**
- **Identify and Understand Buying Behaviours**
- **How to Use Individual Styles to Close More Business**
- **What Other Managers Do to Improve Performance**
- **Understand and Implement "Behavioural Flexibility"**



To find out what this workshop can do for you and your team. Call us today!

DTS International

54 Flinders Street Darlinghurst NSW 2010 Australia

02 9360 5111

www.dtssydney.com

info@dtssydney.com