

## Sales Management Training

### ProSidian Consulting Training & Knowledge Management Solutions

**LEARNING IS EVOLVING.** Leading organizations look for ways to maximize learning effectiveness by placing training and knowledge management initiatives in context with the needs of individual and group development. Learning has become the connective tissue between the organization's mission and those charged with carrying it forward. This connected Learning motivates employees and aligns their needs with organizational initiatives. Whatever your training needs, ProSidian can help. From a single course to an integrated, multi-subject training pathway; we provide resources for Training And Knowledge Management while enhancing your organization's reputation, performance, and bottom line. Learn more about our solution for Sales Management Training: **INVEST | EMPOWER | DELIVER.**

#### Training Category

**Leadership & Management:** Leadership is perhaps the most important buzzword in an organization. What is leadership and who is a leader? What are the qualities a leader possesses? What roles does a professional perform as a leader? Does just holding a certain designation make a person a leader? These are just some of the questions you will find answers to at our leadership training courses. Leadership & management training focuses on the attitude, actions and skills participants need to sustain an organization's effectiveness. Our trainers, coaches, and facilitators familiarize participants with the central qualities of existing or potential leadership among teams and create a safe environment for participants to engage and exhibit leadership.

#### Expected Training Outcome

Through ProSidian training on Sales Management, each participant will gain an understanding/knowledge of Sales Management topics which can be applied to their working environment. The desired outcome is the achievement of a skill by the participant that enables them to apply knowledge learned to improve and enhance sales and sales management work performance and share this knowledge with subordinates, peers, and other team members to advance organizational performance.

#### What You Will Cover

Sales Management Training -- Front-Line Selling Skills -- Coaching Sales Professionals -- Strategies For Engaging Potential Buyers -- Sales Management -- Setting/Meeting Sales Goals -- Cultivating New Markets

**Course Number**  
**PC2075LS12**

#### Proposed Training

**Sales Management:** Training will include front-line selling skills, coaching sales professionals, strategies for engaging potential buyers, sales management, setting/meeting sales goals, and cultivating new markets.

#### Training Medium

In-person lecture; On-line exercises  
In-person lecture; On-line exercises

#### Class Size:

Minimum Class Size: 20 | Maximum Class Size: 45

#### Learning Methods

Webinar (WL) | Workshop (WS) | e-Learning (EL) | Consulting (CL) | Manager Led (ML) | Online Assessment (OA) | Self-Study/Print (SS) | Pretest/Posttest (PL) | Blended Solution (BL)

#### Who Should Attend

Mid-Level To Senior-Level Managers; Executive Leadership; Business Development Teams

#### Prep Duration

Pre-preparation is not required but is recommended to receive maximum value from this course.

#### How You Will Benefit

Participants of ProSidian training on Leadership & Management in Sales Management and their respective organizations will gain knowledge with the goal of achieving new skills that when successfully used may deliver benefits including but not limited to: Increased Sales And Revenue -- Effective Communications -- Increased Employee Satisfaction -- Improved Customer Satisfaction -- Long-Term Organizational Growth

## Sales Management Training

### Real Results In Leadership & Management For Sales Management Training (Course # PC2075LS12)

There are no shortages of issues that keep business leaders awake at night. Whether it's finding sustainability and addressing competitive forces or identifying positions between strategic scope and strategic strength; No Doubt About It, The Organization With The Best People Wins. But perhaps no other topic creates the degree of concern - both short and long term - than developing human capital through Training And Knowledge Management.

#### Invest:

Business leaders and academics agree – only by having the right people at the right positions can your organization reach its potential. This means investing in training and knowledge management to empower your people to make the best decisions and drive innovation while maintaining compliance, quality, and performance.

#### Empower:

Knowledge truly is power. Whether it's finding sustainability and addressing competitive forces or identifying positions between strategic scope and strategic strength; No Doubt About It, The Organization With The Best People Wins. Training and knowledge yields the power to make the right decisions.

#### Deliver:

ProSidian delivers training through powerful tools and experienced experts. Our Leadership & Management Training Solution delivers measurable results and creates a positive return on investment in human capital using frameworks for training and talent management derived from leading research and best practices.

#### Contact ProSidian For Training & Talent Management

**Do you have a plan for Training And Talent Management? If so, ProSidian can help.**

Our professional trainers and facilitators provide government, business, and non-profit organizations with effective solutions in the areas of training, research, organizational development, and technical assistance.

Working with our clients, we draw upon a diverse group of resources, bridging academic, research, business, government, and theory with real-world business applications.

Learn More At [www.ProSidian.Com/Services/Talent-Management/](http://www.ProSidian.Com/Services/Talent-Management/)

Contact Us At [Solutions @ ProSidian.Com](mailto:Solutions@ProSidian.Com)

- Risk Management
- Energy & Sustainability
- Compliance
- Business Process
- IT Effectiveness
- Talent Management

