



professional  
development

# Sales Management Training Course

In-Company Training (2 Days)

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Practical Sales Leadership Skills

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Tailored Workshop

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in-company for  
teams



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# About This Workshop

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## Effective Sales Management Skills

This workshop is for anyone who manages a sales team, or is responsible for achieving sales results through others. Our 2-day workshop focuses on the specific skill set that is required for driving success in sales. Your team will gain the following benefits:

- ✔ **Management Skills Specific to a Sales Environment**

During this course, we focus on managing for top sales performance, and help you to utilise the management skills most suited to a sales workplace.

- ✔ **Proven Sales Management Guidelines**

We will give you tried-and-tested Sales Management guidelines that you can put into action immediately.

- ✔ **A Customised Approach**

As this is a tailored, in-house programme, we will adapt the content to incorporate processes, goals and challenges within your organisation.



## A Tailored, In-Company Format

This course is only available for in-company training. With an in-company style, we come to your location or deliver a live virtual programme exclusively to your team.



# Delivery Style

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We run this Sales Management Course for in-company (often called “in-house” or “on-site”) training.

This means that we deliver training exclusively to your team on a date you choose.

There are many benefits to choosing an in-company style of delivery.

## How In-Company Training Works

When you get in touch with us about in-company training - either by phone or by requesting a quotation using the button on this page - our expert training consultants will work with you to find the best training solution for your needs.

We will create a programme that addresses the issues and goals at the top of your list, and choose a training delivery method and dates that suits you best.



## Why In-Company?

- ✔ **Tailored for Your Team** - While still adhering to the course syllabus, we can take your business and any challenges you are facing into account when delivering the course. We will make the training delivery relevant to your team.
- ✔ **You Choose the Delivery Style** - We can deliver this training as an in-person, classroom style course (where we come to your location), or by live, virtual classroom training (learn more on the next page).
- ✔ **Flexibility** - In-company training gives you the ability to schedule training at a time that works best for your schedule. It removes the inconvenience of having to take someone out of their role for training at a busy time.

[Get a Quote](#)

# Delivery Style: Live Virtual Training

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Virtual training enables participants to connect to live, trainer-led sessions from wherever they are located.

It's easy to connect and they will gain the benefits of a classroom style of training while enjoying the convenience of learning at home.

## How Virtual Training Works

In advance of training, we will send each participant the information and link they need to join the training.

To connect with our live training, participants will need a steady internet connection and a device with a web-camera, speakers, and microphone. Most home internet connections work perfectly for live virtual training. These days, almost all smartphones, computers, and tablets have built-in web cameras, speakers, and microphones.

Our training consultants will make sure everyone has guidelines on how to get connected. It's an easy, user-friendly process.



## Why Virtual?

- ✔ **Learn from Home** - This is an ideal solution for teams that work remotely. They can connect with real-time training sessions from wherever they are currently based.
- ✔ **Delivered by Experts** - By choosing our live virtual training, your team will learn from subject matter experts. They will also benefit from the ability to ask questions and gain advice from our trainers.
- ✔ **Group Training** - This style of training enables participants to interact virtually with their team. Via our online platform, they will be able to take part in group discussions and exercises without leaving home.
- ✔ **Focused Learning Environment** - One of the key advantages of an in-person classroom style training is the focused learning environment. Live, trainer-led virtual training also provides this high-impact format.

[Ask a Question](#)

[Get a Quote](#)

# Workshop Content

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## ① Your Role as a Sales Team Leader

- How to build and maintain a focused team
- Tips on how to keep the team positive, even in disappointing situations
- How to distribute your team's workload in a fair, even manner
- Ensuring targets and deadlines are met
- Conducting effective appraisals and managing incentives and rewards

## ② Holding Meetings and Assessing Performances

- How to provide effective feedback
- How to handle difficult situations
- Guidelines on holding a successful sales meeting
- Tips on keeping morale high
- How to coach and counsel your team, and knowing when to do so
- The importance of "on the job" training for your sales team



## Tailored to Your Needs

This is an example of our basic Sales Management course content.

When we deliver this course as an in-house training programme, we will discuss your challenges and priorities in advance of the training.

We then tailor the course content to become more relevant and beneficial to your team.

[Get a Quote](#)

[Ask A Quick Question](#)

# 3 Ways to Get Started

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## Talk to Us

You can reach us by phone on Freephone 1800 910 810, or 01 861 0700 (mon - thurs, 9.00am - 5.30pm, fri, 9.00am - 5.00pm).

We will be happy to answer any questions you have and advise on the best option for your team's Sales Management Training.

**Freephone 1800 910 810**



## Get a Tailored Quotation

Click the button below to request a tailored quotation for your company's sales management training

We will be in touch with a detailed quotation fitting your team's requirements.

**Get a Quote**



## Ask A Question Online

If you would prefer to contact us online, request a phonecall, or to get in touch outside of office hours, using the "Ask a Question" button below is the best option.

We will respond with the information you need.

**Ask A Quick Question**

# About Us

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## Professional Development - 34 Years of Innovation and Excellence

We believe that the key to a thriving and rewarding career is continuous professional development.

For over 34 years, Professional Development has led the way in providing practical, innovative courses leading to relevant and respected certifications.

We specialise in delivering training for core business skills including project management, agile, scrum, lean six sigma, management, communications, sales, it service management, and training design and delivery skills.

Our courses are designed to expand your skills, & enhance your career potential

## Stay Connected

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### Our Courses

Our courses are a balanced blend of both theoretical learning and practical application. This focused learning environment optimises the impact of training.



### Our Team

Our trainers are chosen for their engaging manner and expertise in a chosen field. They bring a wealth of experience to each programme they deliver.



### Our Clients

We provide training for Ireland's leading brands, working with companies of all sizes in every industry. We also provide training for non-corporate organisations.



### Our Certifications

In many sectors, international certification is now essential. We provide many options for globally recognised certification in each subject area.



# Contact Us

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## Head Office

Suite 11, Plaza 256,  
Blanchardstown Corporate Park 2,  
Ballycoolin, Dublin 15, D15 T934

Freephone 1800 910 810

Dublin 01 861 0700

[ask-us@professionaldevelopment.ie](mailto:ask-us@professionaldevelopment.ie)

[www.professionaldevelopment.ie](http://www.professionaldevelopment.ie)

[Contact Us](#)

