

SKILLS PROGRAM




BCONSULT



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MOTIVATING YOUR SALES TEAM

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sales@bconsult.co.za 

+27 31 536 8167 

www.bconsult.co.za 

@bconsult_sa   

SKILLS PROGRAM

MOTIVATING YOUR SALES TEAM

Course Purpose

Motivation is more than just sharing inspirational quotes with the sales team. Motivation is the employee's influence on their team's sales performance in the workplace. In turn, motivated employees become assets to the organisation or business.

Why study motivating your sales team?

This standard unit is intended for managers to motivate the sales team in a business or organisation. When managers motivate their team members, they create employees that become assets to the business or organisation.

The qualifying learner is capable of:

- Build trust with the team.
- Ask how to direct reports.
- Ask how to manage reports.
- Understand professional goals.
- Ensure the covering of basics.
- Set daily, weekly, and monthly goals.
- Determine and solve issues.
- Give great rewards.
- Communicate effectively.

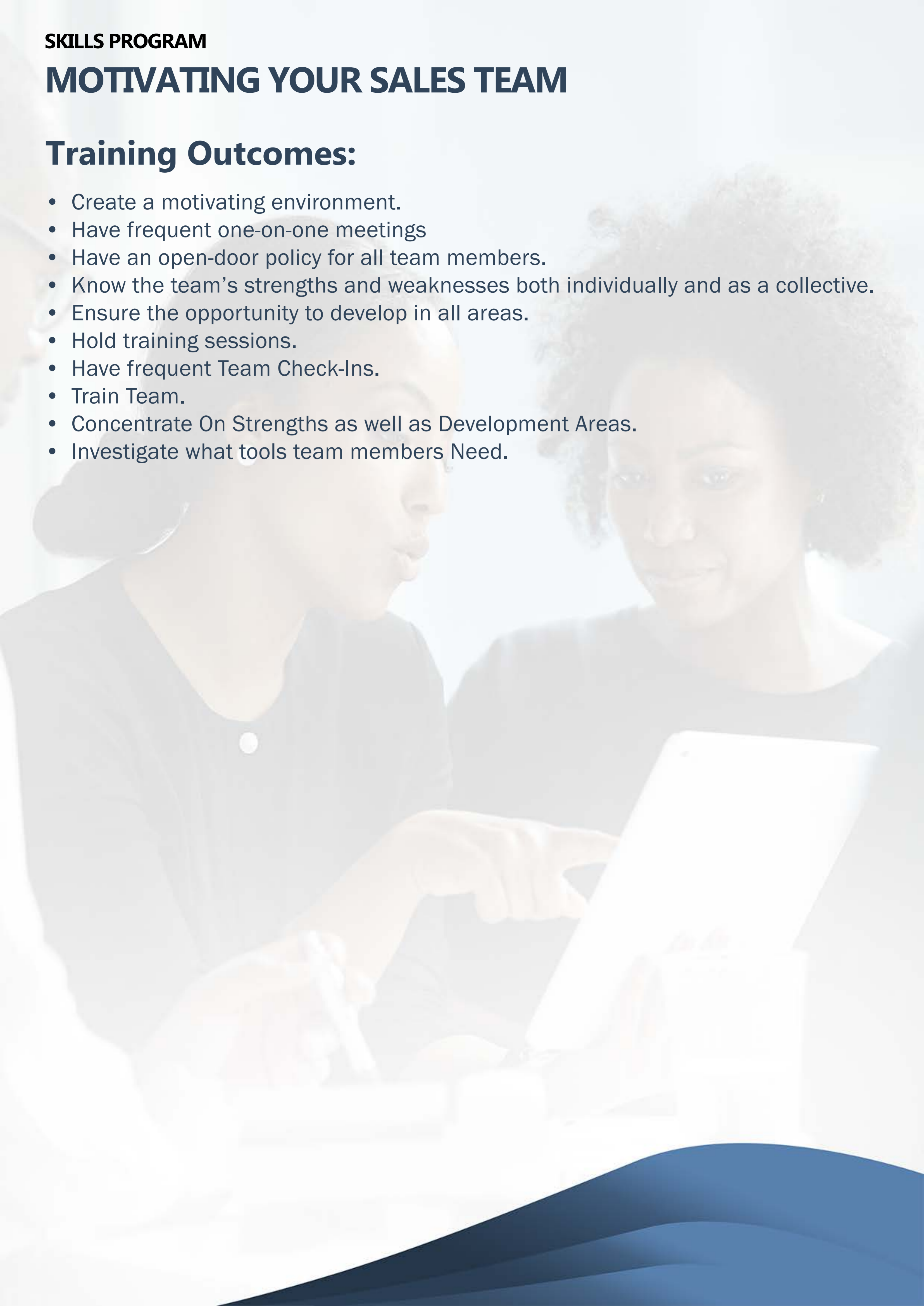
Duration

1-2 Days

MOTIVATING YOUR SALES TEAM

Training Outcomes:

- Create a motivating environment.
- Have frequent one-on-one meetings
- Have an open-door policy for all team members.
- Know the team's strengths and weaknesses both individually and as a collective.
- Ensure the opportunity to develop in all areas.
- Hold training sessions.
- Have frequent Team Check-Ins.
- Train Team.
- Concentrate On Strengths as well as Development Areas.
- Investigate what tools team members Need.





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