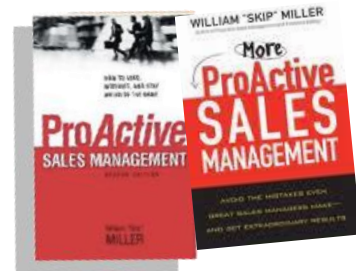


Customized Leadership: Sales Management



Our portfolio of customized sales leadership training programs for your sales organization centers on the ProActive Management theories that have been taught successfully to thousands of companies and managers over the last 15 years. If you're looking for bigger and better performance from yourself, your management team and your sales force, contact us.

Our customized training programs will engage your team, create a ProActive culture, and will improve the productivity and profitability within your sales organization.



Key Topics

What are some good solutions for underperforming sales territories?

How to get a buy/sales process implemented and not take time away from my sales reps to do it

Quota and Territory Planning

How to lead more effective 'pipeline management' coaching sessions

More effective ways to empower and motivate reps

Get reps prospecting more

Stop reps who are discounting too much just to make quota

How to get higher ASP's and shorter sales cycles

Provide a more accurate snapshot of future top-line revenue

What are best practices to improve my sales leadership skills

Also includes ample case studies, ProActive compensation guidelines, thoughts on territory planning and successful sales meeting guidelines.