

Best Practices in Sales Management

Description

Our experienced sales operations coaches will assist your sales operations team to enhance the effectiveness of the existing sales operations management processes. Leveraging Best Practices in Sales Management, your sales operations team will design a plan to implement a cascading management calendar based on the enhanced sales management events and coaching tools. The top 20 Review Management Events include: Pipeline, Account, Territory, Quota, Performance, Operational, Call, Salesrep Update, Sales Manager Update, Business Unit Update, Qualification, Solution, Agreement, Handoff, Demo, Business Plan, Sales Plan, Shared Services, Risk, and Project.

Objective:

To design and implement standard sales management events executed against an agreed management calendar. These management events will enhance the effectiveness and performance of your sales organization. The recommended management events will be designed to be simple, efficient and actionable.

Outcome:

Assessment of sales management processes and tools.

- Agreed Opportunity Management Events.
- Agreed Sales Planning Events.
- Agreed Performance Management Events.
- Agreed Management Calendar.
- Agreed Event Profiles, Management Toolkit and CRM Strategy.
- Immediate results Fully documented and structured Management Events.



Duration: 5-10 days/quarter over a 12-18 month period **Participants:** Sales Management and Sales Operations

Prerequisite: None