

SALES LEADERSHIP WORKSHOP

Sales Management

Sales Teams

Sales Support

DESCRIPTION

This half-day workshop is a fun (and sometimes loud) learning environment for extended sales teams. The class maps energy coaching techniques with common personality tools to identify the best ways to tap energy, work with colleagues and motivate customers that shortens the sales cycle while acknowledging and validating everyone's role in the process.

FOCUS

why people succeed | performance improvement | self-awareness | impact on others | identifying weaknesses | communication | how customers think

HOW IT WORKS

BEFORE

I meet with leadership to understand your sales approach and key objectives for sales. I then tailor the workshop to address those priorities. Meanwhile, participants complete the workshop prework so I can prepare the session based on the traits of those participating.

DURING

We start with learning about communication styles and energy levels including how this group functions at a meta level. Then we break into groups for an activity that demonstrates what was just presented. After a health break, we return to discuss how the meta traits were exhibited during the group activity. This is the part that usually results in laughter and face-palms! We conclude with specific recommendations for the team; how they work with one another and customers to create a better sales relationship.

AFTER

You'll receive a PowerPoint with recommendations based on the workshop that will inform sales management.

TESTIMONIAL

"The workshop was fun and unexpected. I've done classes like this before, but this one was hilarious and helped me understand why I'm always arguing with my team! Jen is also funny and has great energy."

CONTACT

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