

IFF CV02 /EN

MANAGING YOUR SALES TEAM



TARGET AUDIENCE

Sales supervisors in post.



GOALS

Understand the managerial dimension of the sales manager position and acquire the fundamental managerial techniques necessary for the supervision of a team by identifying its scope of responsibility.



PREREQUISITES

Have held the position of sales train agent.



EDUCATIONAL MODALITIES

Case studies, discovery exercise, scenarios.



DURATION: 4,5 Days



PROGRAM

- Acquire the fundamentals of management necessary for the supervision of a team (management styles ...)
- Manage the motivation of your team, know how to delegate (Maslow pyramid)
- Set goals and assess individual performance Recognize the employee
- Manage and develop the skills of my employees
- Prepare and facilitate a team meeting
- Prepare and conduct an individual interview
- Knowing how to implement proximity controls



• **Level 2 assessment:** Assessment of skills acquired at the end of training ➔ **Yes**