

FUNDAMENTALS OF SALES MANAGEMENT FOR THE NEWLY APPOINTED SALES MANAGER

You're a new sales manager, taking over a sales team with both rookies and pros.

Seminar #5227

Overview

You also have an open territory that needs to be filled as quickly as possible. Where do you start? How do you gain the respect of your team? How can you maximize the skills of each team member? And how do you respond to your manager's demands? In this seminar, you will gain critical-to-success management skills, from proven communication techniques to interviewing tools...from establishing an effective training program to a six-step coaching process that helps you maximize your sales team's skills.

Schedule

- [3] days
- [3] days - \$2,445 Non Members
- [3] days - \$2,195 AMA Members
- [3] days - \$1,880 GSA

Credits

1.8 CEU /18 C.P.M.

Schedule

We have 9 scheduled sessions located nationwide starting between 6/27/2012 - 2/20/2013

Date	Location	Duration
Jun 27, 2012 - Jun 29, 2012	San Francisco, CA	3 Days
Jul 9, 2012 - Jul 11, 2012	Atlanta, GA	3 Days
Aug 8, 2012 - Aug 10, 2012	New York, NY	3 Days
Sep 10, 2012 - Sep 12, 2012	Chicago, IL	3 Days
Oct 17, 2012 - Oct 19, 2012	Arlington/Washington DC, DC	3 Days
Oct 29, 2012 - Oct 31, 2012	Morristown, NJ	3 Days
Nov 14, 2012 - Nov 16, 2012	New York, NY	3 Days
Dec 10, 2012 - Dec 12, 2012	Chicago, IL	3 Days
Feb 20, 2013 - Feb 22, 2013	New York, NY	3 Days

Registering more than 4 people, please call 1-877-566-9441.

How You Will Benefit

- Make a smooth transition to sales management
- Win respect by building your management skills
- Ensure your team's productivity through recruiting, training and coaching skills
- Effectively plan—and target—customers and territories
- Successfully plan your logistical operations and organizational structure

What You Will Cover

- Making the transition to management
- Understanding management communication styles
- The Internal Motivation theory
- Developing SMART goals
- Recruiting and interviewing
- Creating for, and presenting information to, the salesperson
- Best practices in sales skills today
- Characteristics of appropriate delegation
- Positive approaches to problem solving
- Developing a win-win appraisal or goal-setting system
- Applying the principles of team-building
- Recognizing the principles of leadership

Who Should Attend

Newly appointed or prospective sales managers who need the tools to respond to customer, team and company needs. **Note:** More experienced sales managers should attend Advanced Sales Management.

Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email customerservice@amanet.org
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)