



HIGH IMPACT SALES MANAGEMENT ACADEMY

As a sales manager, your primary responsibilities are to develop plans and strategies that help your sales team hit company goals, hire and develop your sales staff, drive new business and increase revenue, while engaging and sustaining a culture of success. What do you do if your sales team starts to struggle?

One of the most rewarding aspects of being a sales manager is helping the people on your sales team achieve their visions and goals in their personal and professional lives. To make this happen, you need strong leadership and coaching abilities. In our **High Impact Sales Management Academy**, you will master the soft skills needed to be an effective sales coach, motivate your team to action, and grow your company revenue to ensure a successful sales career.

Align your learning initiatives with your career to thrive in sales management. The **High Impact Sales Management Academy** empowers you to take a proactive approach to your success and increase your personal value proposition in today's competitive market.

- The Dale Carnegie **Skills for Success** course focuses on building self-confidence, strengthening people skills, enhancing communications skills, developing leadership skills, improving attitudes and managing stress.
- The Dale Carnegie **Leadership Training for Managers** course focuses on increasing coaching skills, augmenting process skills, enriching communication skills and developing accountability.
- The Dale Carnegie **Sales** course focuses on accelerating the buying process through relationship selling, effectively communicating value from the buyer's perspective, building self-confidence to earn trusted partnerships with your clients, and producing predictable sales results with an attitude that engages customers.
- The Dale Carnegie **High Impact Presentations** course focuses on creating a positive sales management image, delivering presentations that sell ideas, motivate prospects to action and communicating with inspiration and impact.



Dale Carnegie of Orange County

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"Knowledge isn't power until it is applied.." Dale Carnegie

Who Should Attend

The High Impact Sales Management Academy is intended for Sales VPs, Sales Directors and Sales Managers looking to increase the performance of their sales teams. These programs focus on the various soft skills aspects of Sales Leadership and tools to help ensure your sales team's success.