



PRESENTS

SALES COACHING PRACTICE



COACHING

Background

High performing sales managers are most respected and valued for many reasons, but one of their most enviable traits is that over 75 percent of their team members meet their targets. Meanwhile, managers in low-impact range may be struggling to reach even 25 percent target attainment.

If you're one of the hundreds of managers striving to boost your team members sales numbers, your first question has to be: How do these high-impact managers do it?

The short answer? Practical sales coaching.

But coaching isn't intuitive. Many people either don't want to do it or don't know how. Invest one day to learn this transformative skill.

Program Details

Date & Time: 16th Dec 2023 (8:00 am -3 :45 pm) Starting with Breakfast
Venue & Location :Hotel Landmark ,Pokhara

Duration: 6 Hours (4 Session)

Target Audience: Sales Managers, Senior Managers and Sales Trainers

PROGRAM DETAILS

Program Takeaways

- What are the top 5 Sales Tactics in post COVID market
- Tools & steps to coach each sales tactics
- How to develop sales executives with 4 essential sales skills
- Using data strategies for increasing sales

Contents that includes:

- **Practice 1: Tactical Sales Coaching**
 - ◇ 5 Top sales tactics in the post COVID market
 - ◇ Coaching tool and practice for every tactic
- **Practice 2: Specific Skills Coaching**
 - ◇ First contact to make deep impact
 - ◇ Top tips to 'tune in'
 - ◇ Targeted pitch for client needs
 - ◇ Benefiting from every objection
- **Practice 3: Strategic Sales Coaching**
 - ◇ Data Strategies Maximize Sales
 - ◇ Long Shots vs. Scoring Shots

Program Delivery (Method)

- Demonstration & Plenary
- Video based practice
- Individual feedback and coaching
- Readymade toolkits

Time	Details
8:00 am to 8:30 am	Breakfast
Session 1 8:30am to 10:00am	Introduction to 3 Types Sales Coaching Practice 1: Tactical Sales Coaching <ul style="list-style-type: none"> • 5 Top sales tactics in the post COVID market • Coaching tool and practice for each of the 5 tactics
10:00am to 10:15am	Tea coffee cookies
Session 2 10:15am to 11:45pm	Practice 2: Specific Skills Coaching <ul style="list-style-type: none"> • First contact to make deep impact • Top tips to 'tune in' • Targeted pitch for client needs • Benefiting from every objection
11:45am to 12:30pm	Lunch Break
Session 3 12:30pm to 2:00pm	Video Based Practice <ul style="list-style-type: none"> • Individual Feedback and Coaching
2:00pm to 2:15pm	Tea coffee cookies
Session 4 2:15pm to 3:45pm	Practice 3: Strategic Sales Coaching <ul style="list-style-type: none"> • Data Strategies Maximize Sales • Long Shots vs. Scoring Shots

PROGRAM DETAILS

Program Objectives

- Apply a systematic process to conducting a needs analysis that aligns the solutions with business outcomes.
- Isolate organizational factors, including knowledge and skill gaps, that contribute to current performance levels.
- Identify individual performance constraints on key projects.
- Develop recommendations that incorporate formal, informal, and social performance enhancing strategies.

Facilitator's Profile



Mr. Sunil Verma
Partner - ComeToBe Coaching
Mumbai, India.

Mr. Verma is a Talent Development expert with 25 years of experience across Banking, (Information Technology Enabled Services) ITES and Hospitality industries in Asia and Europe in leadership development and coaching across 18 countries. His values of trust, responsibility and integrity enable him to lead across cultures and industries.

He is passionate about maximizing human talent and India's start up story.

Mr. Verma has founded Come To Be in early 2016 after returning to India. He was previously in London as Regional Head of L&T- Europe for Standard Chartered Bank. Previously, Mr Verma was also associated with Lehman Brothers as the Vice President of Training.

For more details:

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<https://cometobecoaching.com/blog>