



Sales Leader Development Programs

+61 3 9555 7955

Our customised sales management training courses will empower your sales managers and leaders. Developed by experts, our sales leadership development program will uncover how sales leaders can tackle limiting beliefs, mindset obstacles, and inhibiting sales behaviours, and positively influence salespeople to be more effective.

Face-to-face, online and blended learning options available.



Sales Profiling and Individual Debrief



SLT Briefing & Strategy Session



Workshop Series



Support Materials



Embedding Initiatives



Blended Learning Options

Typical Themes Covered

We collaborate with you to tailor the content to suit your unique sales environment. Here are some common topics our sales leadership development training might address for your business.

Being the Leader

- Self-Image as a Leader
- Managing Management Time
- Perspective-Taking
- Values Conversations
- Reframing Self-Limiting Beliefs
- Running Effective Team Meetings
- Motivating & Influencing People
- Emotional State Management

Managing Sales Activity

- Role Clarity
- Goal Setting & Measuring Performance
- Leading versus Lagging Indicators
- Accountability
- Performance Dashboard Conversations
- Sales Pipeline and Activity Targets
- Building a Qualifying Process
- Operating Rhythms

Managing Sales Mindset

- Approaches to Managing Mindset
- Sales DNA
- Identifying Limiting Beliefs
- Belief Reframing Strategy
- Conversational Perceptual Positions
- High Performance Equation
- Mindset Challenges and Assumptions
- Addressing Superficial Commitment

Sales Coaching

- Manager, Mentor, Coach
- Coaching Guidelines
- Using a Sales Conversation Scorecard
- Snap Coaching
- Coaching Rhythms
- Setting Tangible Action Plans
- Identifying the Source of Performance Issues

Our customised sales leadership development programs tackle several critical elements that support a high-performing sales culture.

Our programs support sales leaders to build high performance and address underperformance in various sales situations.

Contact our team
to arrange a free
discovery call

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