

The **Sales Leadership Series** uses a blend of learning methods to improve a sales manager's leadership effectiveness and help establish and reinforce sales disciplines.

- ❑ **Increase management skills**
- ❑ **Enhance leadership ability**
- ❑ **Improve talent selection**
- ❑ **Improve talent development**

Elements:

❑ **Managing the Role**

Managing the Role improves an understanding of sales management skills and the core principles used to manage and lead a productive sales organization.

- Managing relationships
- Leadership strategies
- Understand work expectations
- Success environments

❑ **Managing the Sales Process**

Managing the Sales Process improves sales management abilities and the core principles of planning, controlling reviewing performance, solving problems and making decisions .

- Define performance accountability
- Develop effective strategies
- Learn recruiting strategies
- Develop selection techniques

❑ **Leading the Sales Team**

Leading the Sales Team enhances sales leadership effectiveness and the develops the core skills of leading people and developing talent.

- Communication & Motivation
- Key development factors
- Coaching & Counseling
- Productive sales meetings
- Rewarding performance



Workplace Applications

The CheckUp™

The X-Ray™

Personal Profile System®

DiSC® Action Planner

Work Expectations Profile®

Sales Performance MAP™

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THE CHECKUP®
FOR SALES PROFESSIONALS

The Checkup for Sales Management Professionals™ is aimed at existing sales managers and examines the manager's relationship selling skills and leadership competencies:

- Develops Talent
- Leads People
- Sets Standards
- Scouts Talent



Dimensions of Behavior

The DiSC® Personal Profile System® provides a wide range of practical interpretive reports that help evaluate your behavior and select self-management strategies that maximize your sales leadership strengths. The Role Behavior Analysis™ collects and processes perceptions of the behavioral expectations of "how" a job, position or role should needs to be fulfilled to achieve maximum effectiveness.