

My Sales Manager

Individual 1-2-1 sales development and coaching for sales people and managers

Sales Training is one way to develop the skills and abilities of your sales team.

But how do you continue the learning outside of the class room and into the reality of the work place?



Sales people (and sales managers) need to be coached to ensure that they continually work on their personal development. Coaching is complimentary to training and ensures that the ideas and skills covered in the training room are adopted by sales staff and put into action

TLC's "My Sales Manager" program is specifically designed to coach in the real world and turn class room theory into business practice: Here's how...

One to One Coaching

Not everyone likes change. Some thrive on it, others don't. Sales Coaching is the ideal way to develop a positive attitude to change and continuous personal development. Working with TLC, sales people develop their own Action Plan for improving their sales effectiveness. This is their plan - not ours. New sales staff will love the independent support and guidance that TLC can offer. Senior sales people will enjoy working with an equal who has "sat in the chair" and has real world experience of sales and selling.

Telephone Coaching

It is not always possible to meet face-to-face for every training / coaching session. Sales people by the very nature of their job are busy people. Telephone coaching is an excellent way to address this—and can be conducted outside of normal office hours.

Email Support

Actions and agreements are documented by email after every coaching session. These emails form a "contract" between the sales person and TLC. The sales person commits to meeting the actions and in return TLC commit to supporting and developing the person to ensure they achieve them.

In today's busy workplace, managers have little time to coach their team. Many are all too frequently tied to their office by email, meetings and budget / forecast spreadsheets. And even if the manager has the time - do they have the skills and ability to tackle the sales development work? Working with TLC is the ideal way to develop your staff beyond the training room and into the real world!