

Sales Manager Accelerator



- Master Sales Management



Semi-personalised online training AND coaching programme,
exclusively for B2B Sales Managers



The Challenge

- You were promoted into the role of Sales Manager with little or no formal training
- You are often distracted by multiple other responsibilities
- You have limited access to ongoing support and coaching in your role as Sales Manager

The Result

- Your performance as Sales Manager varies day to day
- You're not always PROACTIVE in your role
- The motivation of your sales team fluctuates
- The performance of individual team members varies from week to week
- The sales and profit performance of your team is unpredictable month to month

The Solution:

The Sales Manager Accelerator™

Programme Outcomes:

- Greater confidence in your role as Sales Manager
- Great leverage of your behavioural style (personality) when managing your team
- Stronger mindset when it comes to your role
- Better ability to motivate your team as the individuals that they are
- Greater consistency with the way you lead your sales team
- Stronger skills to implement immediately every fortnight
- Better manage the more challenging aspects of the Sales Manager role the Sales Manager role



Pillar 1
Your Mindset

- Master your own thinking and motivation
- Develop your psychology to manage your team
- Create a growth and winning mindset



Pillar 2
Your Behavioural Profile

- Personalised tips to leverage your behavioural style to better lead your team
- Learn to lead the way that suits your unique style
- Better understand the behavioural profiles of your team



Pillar 3
Specialist Skills

- Learn the critical 12+ unique skills required to be a superior Sales Manager including:
- How to keep your team focused on the right activities
- How to improve accountability within your team
- How to get a greater buy in from the team to your vision
- How to coach on sales calls to ensure results ongoing
- How to use Above the Line Leadership
- How to motivate your team using Maslow's Hierarchy of Needs
- How to create growth mindsets in your team
- How to coach each person as the individual that they are
- How to create individual growth plans for each person

- Flexible online training AND coaching programme (the best of both worlds)
- Exclusive monthly Live Online Training (Keep up to date)
- Monthly live online group Bonus coaching Sessions (to discuss whatever you need help with and learn from other sales Managers)
- On demand online specialist Sales Manager training topics (there when you need it)
- Online templates you can use for different aspects of your role (to save your time & hassle)

How it works

Overview

- Over AU \$12000 in value
- Backed with our money back guarantee
- Just 30-60 minutes of commitment per week (depending on your own growth aspirations!)
- 12-month programme

Investment Per Person*

Australia: AU \$6950+GST

New Zealand: NZ \$6950+GST

United Kingdom: GB £3200 (no VAT)**

Canada: Can \$5600 (no GST)**

US: US\$4000 (no GST)**

**These are preferred rates as you'll get recordings of the live monthly training
*Prices subject to change, see website for latest

Incredible bonus:

To help with your Mindset (Pillar 1), we will gift you a year's supply of Protandim NRF2 Activation supplement from lifevantage.com. This cutting-edge patented product switches on your NRF2 pathway at a cellular level to produce millions of antioxidants per cell. It can help with 'brain fog' and reduce oxidative stress by up to 40% in 30 days to help you be at your best.

Caution: Please note if you are taking blood thinning medication of any kind please consult with your medical doctor for further advice and monitoring.

Why choose us



Sales Mastery Company

- We have trained over 6000 businesses and individuals in 10 countries across 4 continents
- We are experts at B2B business training – over 97% of our clients are B2B
- We have pioneered three different sales-related 12 month programmes before
- We're unique: aside from our contagious passion, we have proven world-class knowledge of integrating Sales Management with sales, with marketing, even with customer experience!

What people say

“The Sales Manager Accelerator is an excellent course. I especially enjoyed the live coaching sessions every month, which is an excellent opportunity to discuss the specific challenges I face on a day to day basis managing a growing sales team! I really appreciate the external support and mentoring.”

Mark Bricknell, Westgate Group, UK

“Brilliant Sales Manager course, it certainly got me thinking about what I need to implement as a sales manager.”

Paul Rait, TIL Freight, New Zealand