

Sales management - yesterday - today – tomorrow



The following aspects are evaluated with the contact person:

- How does the sales team organize the new daily routine in the home office or in the office?
- How will the sales representative conduct product presentations in the future?
- Is the personal responsibility of the sales representative increasing?
- Is it possible to further train the sales staff?
- How do you create an optimal reachability of the customer?
- How do office staff/field staff work together now and in the future?
- How does the management work change?
- How do you control and promote internal cooperation / collaboration?
- How does the sales team qualify addresses and data?
- Does it need other tools? Technical questions
- How does the changed work situation promote digitisation in distribution?
Looking ahead
- What's next - a mixture of home office and presence?

Offer:

a) **Workshop on site or via web conference with 2 persons**

- 1/2 day workshop with 2 persons,
- plus survey on the status quo among employees, then

b) **Coaching by 2 persons**

- 1 hour of telephone coaching per week for 4 weeks
- plus Employee development and satisfaction survey

Addressees or target group:

Sales Manager and Managing Director Sales

Price: 4.800 Euro* plus additional costs and VAT.

Additional costs are e.g. accommodation, travel expenses, etc.

*subject to modifications