



Building High Performance Sales Team Training Program

Turn Potential into Performance

- Strengthen Sales Leadership • Improve Team Productivity • Drive Consistent Sales Performance



Audience

Building High Performance Sales Team is designed for professionals and organizations that want to develop strong sales teams capable of achieving consistent targets, improving collaboration, and delivering outstanding sales results.

Ideal for:

- Sales managers and team leaders
- Business owners and entrepreneurs
- Sales supervisors and coordinators
- Business development managers
- Startup founders building sales teams
- HR professionals responsible for sales team development
- Customer success and account management leaders
- Operations managers overseeing sales teams
- Professionals transitioning into sales leadership roles



Course Description

Building High Performance Sales Team focuses on developing the leadership, management, and team-building capabilities required to create effective and results-driven sales teams.

Participants will learn how to build cohesive teams, improve sales productivity, and implement leadership practices that drive sustained sales success.



Course Outline

- Module 1: Introduction to High Performance Sales Team
- Module 2: Sales Leadership and Team Management
- Module 3: Recruiting and Selecting Sales Talent
- Module 4: Setting Sales Targets and Performance Expectations
- Module 5: Motivating and Engaging Sales Teams
- Module 6: Coaching and Developing Sales Professionals
- Module 7: Managing Sales Performance and Accountability
- Module 8: Building a Culture of Continuous Improvement



Training Details

Duration: 1 day

Training Fee: N200,000(excluding tax)





Thank you



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