

Transform your sales managers into sales leaders.

“Successful leadership is not a question of how much you know, but how well you execute.”

Excellence in Sales Leadership® PSE National Conference - Jacksonville, FL March 25-26, 2019

Excellence in Sales Leadership® (ESL) is a 1.5 day workshop designed to equip sales managers with proven tools and methods for maximizing the potential of every person on their team. Participants learn how to engage and motivate their team, create an environment for success, get the most out of individual and team temperaments and talent, manage performance and foster greater commitment among their team members.

The Impact

- Increase sales, profitability and market share
- Boost productivity and performance across the entire sales team
- Improve productivity and effectiveness of the sales management team
- Increase satisfaction, motivation and engagement among sales team members
- Reduce costly turnover in the sales organization
- Create an environment to maximize and sustain sales success
- A common management methodology and structured developmental process
- Improve the overall professionalism of the sales management team

Deliverables

Every ESL participant leaves with proven tools and strategies, including:

- Ability to inspire maximum performance and commitment
- Proven method to assess performance levels, remove barriers and prescribe solutions
- Defined problem-solving model
- Structured framework for understanding and motivating sales team members
- Strength Deployment Inventory (SDI) tool for managing conflict and improving relationships
- Skills and insight to provide prescriptive and actionable feedback to the sales team
- Improved talent assessment and hiring insight and abilities
- Relationship-building skills that cultivate productive, long-term relationships with employees

Details & Logistics

Carew's dynamic and interactive classroom experience features:

- 1.5 day workshop
- Varied curriculum that includes experiential case studies, role plays, situational discussions and lectures
- Visual models to reinforce key concepts
- High-energy pace and variety ensure engagement

About Carew

For more than 40 years, Carew International has been a leading provider of sales training and professional development programs. Our training seminars provide a dynamic and interactive experience proven to change behavior and drive lasting performance improvement. Today, Carew International enjoys an outstanding reputation in the training industry and is consistently recognized by *Selling Power* magazine among the best sales training companies. Our clients are among the largest and most recognized names in business, as well as many small and medium-sized clients. Although much has changed since Carew International's inception in 1976, our mission remains the same: create value, support dramatic bottom-line results and act as a strategic asset to our customers worldwide.

