



EMPATHY
DRIVEN
SALES
TRAINING

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WIN WIN SALES MANAGEMENT COACHING

The WIN WIN Sales Management Coaching Engagement empowers sales team leaders with top-tier training and coaching techniques so they can masterfully enhance the selling skills and implement cutting-edge emotional intelligence strategies with their teams. This comprehensive engagement takes a deep dive into the best practices for the Five Functions of Sales Management. Propel your team to new heights of success with **WIN WIN Sales Management Coaching!**

STEP 1

Attend the WIN WIN Differentiating Selling Skills Workshop with your team.

STEP 2

Engage in Sales Management Coaching to reinforce the Selling Skills and Best Practices learned in Step 1.

SALES MANAGEMENT FUNCTIONS

FUNCTION 1: BUILDING A HIGH PERFORMING SALES TEAM

Recruiting, Assessing, and Interviewing Sales Talent

FUNCTION 2: PRODUCT KNOWLEDGE TRAINING DEVELOPMENT

Product Knowledge Training Curriculum Audit and Development • Sales Ramp Measurement

FUNCTION 3: SELLING SKILLS REINFORCEMENT TRAINING

Training the Foundational Selling Skills at Team Meetings

FUNCTION 4: MANAGEMENT FOCUS

1-1 Meetings • Budget Setting • Pipeline Management and Sales KPI Tracking • EQ Coaching

FUNCTION 5: CUSTOMER RETENTION

Customer Retention Plan Development • Account Management Tools • Customer KPI Tracking

DELIVERABLES

- Empowered sales team leader equipped to facilitate ongoing sales training for their teams.
- Expansive sales management toolbox of proven strategies, techniques and tools to lead their teams.
- Customized personality assessment coaching reports for each team member.
- Sales team leveraging neuroscience to increase communication effectiveness.
- Proven sales management structure that can be replicated and scaled as new managers join the organization.

Inquire today for this transformative coaching experience and witness the positive impact on your team's performance and results!