



Leading the sales team—strategies for sales managers (coaching)

Inspiring teams and coaching individuals to achieve their full potential is no doubt the hallmark of a leader. In this 3-month program, we coach managers who seek to become more effective leaders by focusing on removing the obstacles to bringing out the best in others. Our ultimate goal is to work with managers so that they can cultivate an environment where team members seek to help each other learn, acquire key skills, and achieve spectacular results.

We typically cover these critical areas:

- Current challenges in leading the sales team
- Selling vs. leading others to sell effectively
- Collaborating on strategic planning
- Leading effective sales team meetings
- The sales call: the sales manager's role before, during and after
- Coaching stars and strugglers
- Creating a sales team “greenhouse” of shared learning

Our work together will focus on your highest priorities. In a coaching role, Sky Road will offer you the kinds of questions, perspectives, and suggestions that have enabled others to realize their full leadership potential.