

Myopic efforts do not help in the longterm. Rigour, Creativity, Discipline and Execution of growth intentions certainly work.



In the current context of situations, managing a Sales team (especially if it is working remotely) could be quite challenging for a sales leader. We might have best of the resources to connect well with each other, still building a coherent team could be challenging. Area and Regional Managers are like the CEOs of their region / territory. We can be easily losing focus on the key aspects of Sales Management due to scattered thought process and perceived priorities. We also might not admit our real issues.

Sales leaders need to work fearlessly and smoothly towards deliverables. Managers need to function like entrepreneurs. There is a growing need to be analytical, creative, clear and effective. Simplicity is essential in thinking and execution.

- How do we motivate better efforts in our teams?
- How do we improve on our influencing abilities to deliver the expectations?
- How do we enhance the quality, promptness and depth in our Sales reporting ?
- How do we make deliverables happen with our creativity, discipline and firmness?
- How do we enhance our Sales pipeline and make conversions happen?
- How do we manage the input efforts for better output from people?
- How do we properly utilise the benefits of the CRM systems and Sales Information systems?
- How do we structure our review meetings?
- How do we ensure proper preparation for internal and external meetings?
- How do we give Value to our Partners, Influencers and Associates?

These could be addressed through some Initiation sessions followed by some longterm strategic interventions to bring effective results.



About the Facilitator

Dinkar has supported the goals of more than 8000 professionals from Foreign MNCs, Indian MNCs and local SMEs. He has done senior management assessments and selections for top notch organisations. He has been involved in many international and domestic people enablement initiatives. Dinkar has been involved in various strategically crucial initiatives for the longterm Sales Organisation development. He has coached more than 200 companies. He is also the founder of Groval Euler's and Kabir Learning foundation. Dinkar has personally handled many critical assessment centres for different layers of management from large and small businesses.

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