

Signature Series

TM

~ SALES MANAGEMENT EXCELLENCE ~

One of the most critical functions in any organization is sales management since its this leadership capability that implements key areas of the sales and marketing, directs the sales team, and helps generate revenue and margin for the organization. We bring a host of critical performance tools and approaches to help your sales team leaders perform at higher levels. Topics include attrition rate, strategic account management, hit rate, quote rate, the market share equation, intrinsic value, assessing sales representative performance, building a high performance sales culture, coaching moments, using assessments in selection and recruiting, referral selling, and interpersonal skills.



Thomas-Ritt

Helping Business-to-Business Succeed.

P.O. Box 20055, 1 Main Street West, Grimsby Ontario L3M 5J3 CANADA

Email: tom@tomstirr.com, Web: www.tomstirr.com

Tel: 905.3095431, Fax: 905.309.5432

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