



SALES COACHING
EXCELLENCE
FOR NEXT GENERATION SALES TEAMS

ACTUALIZEHK.COM

An Actualize program



SALES COACHING
EXCELLENCE

WHAT IS IT?



This program has been designed for Sales Team Heads with the intention of equipping them with the skills required to lead highly successful next generation teams.

The program is twofold: a refresher of sales capabilities as well as training leaders to become coaches who can motivate staff of all levels and mindsets.

The desired outcome is to drive a cohesive and purposeful sales culture that puts the client first, with growth and personal development at its core.



WHAT DOES IT LOOK LIKE?

This two-day program offers a refresher in the basics of sales to enhance the skills of Sales Team Heads, alongside coaching training to allow managers to motivate, support and develop team members.

Sales Fundamentals

We refresh Sales Leaders with the basics of sales using impactful tools and techniques.

- Building Rapport
- Active Listening
- Overcoming Objections
- ABC of Sales

Coaching Excellence

We share various tried and tested coaching models and demonstrate how to tailor them according to individuals and circumstances.

- 4 Faces of Coaching
- The GROW Model
- EDOF
- +EBI feedback
- Motivational Techniques

To bring the content to life and give participants the opportunity to practice what they have learned, we use professional role players with sales experience in bespoke business-based case studies along with video recordings.

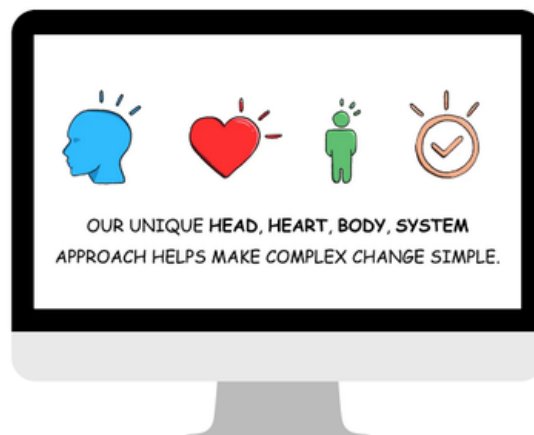
Who are Actualize?

We're a learning business helping people and organisations develop. We have a proven track record in leadership development, sales transformation, culture change and more.

Our unique Head, Heart, Body, System approach allows us to empower individuals and organisations through sharing knowledge, shifting mindset, giving the opportunity to practice, and creating the environment for lasting success.



Our Approach



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ACTUALISE

Your Team

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Program Architect



SAM FURNESS

Program Deployment



SUSANNA WONG

Account Director



SARAH MILLSON

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