

Dear Valued Client,

Greetings from Business Maker Academy, Inc.----a training center for business, finance, human resources & leadership that has served more than 150,000 clients since 2003 and is an accredited learning institution of the Civil Service Commission (CSC) & PHILGEPS.

You are cordially invited you to attend our training program on:

SALES TEAM LEADERSHIP & MANAGEMENT

Date: _____
Time: _____

Attached below are the Registration Form & the Course Brochure. We look forward to a fun and rewarding learning experience with you. Feel free to contact us for any questions or clarifications.

Thank you very much,
BMA Management

REGISTRATION FORM

Please submit via: Email to info@businessmaker-academy.com | Viber: (0912) 2231826

Booking Officer Name: _____
Position: _____
Company: _____
Company TIN: _____
Industry: _____
Tel No: _____
Cel No: _____
Email Address: _____

Total Number Attendee(s) for Enrollment: _____
Note: Please indicate full name below:

Attendee 1: _____
Cel No: _____
Email Address: _____

Attendee 2: _____
Cel No: _____
Email Address: _____

Attendee 3: _____
Cel No: _____
Email Address: _____

Attendee 4: _____
Cel No: _____
Email Address: _____

Attendee 5: _____
Cel No: _____
Email Address: _____

(More than 5 participants, pls attach extra sheet)

Would you like to request for billing statement? Yes No
How did you find us? _____
Use Promo Code: _____

ENROLLMENT DETAILS

SCHEDULE:

- Pls visit <https://businessmaker-academy.com/training-schedule/>

WEBINAR:

- Duration: 2 sessions x 4 hrs.
- Time: AM Sched: 8:30am to 12:30pm
PM Sched: 1:30 to 5:30 pm
- Venue: Zoom

SEMINAR:

- Duration: 2 days x 8 hrs
- Time: 9am to 5pm
- Venue: 1503A West Tower, Tektite Bldg, Exchange Rd., Ortigas Center, Pasig City Philippines

TRAINING FEE:

- Webinar Fee = Php 4500+VAT
- Seminar Fee = Php 8500+VAT

MODE OF PAYMENT:

- Bank Deposit:
Account: Business Maker Academy, Inc.
BPI SA# 4013-0306-64
BDO SA# 000-280-622-422
Landbank CA# 3732114830
- Paypal: pls contact us
- Dragonpay: pls contact us
- Gcash: pls use QR code below



BUSINESSMAKER ACADEMY & HR CLUB PHILIPPINES



SALES TEAM LEADERSHIP & MANAGEMENT

“How to Lead & Motivate Your Sales Team to Reach Sales Target”

Seminar: 2 days x 8 hrs. (total of 16 hrs)

Webinar: 2 sessions x 4 hrs. (total of 8 hrs)

COURSE DESCRIPTION:

The pressure of reaching the team’s sales target can be intense but the rewards for achieving your goal and gaining loyal customers are worth all the effort. In this program, you will learn to lead and manage your sales team to sell effectively to the right customers. You will learn to find, motivate, train and reward sales professionals who believe in their products and advocate their use. This course will bring out the sales leader in you!

WHO SHOULD ATTEND:

Sales Professionals, Sales Managers, Sales Team Leaders, Marketing & Sales Professionals, Business Owners, Entrepreneurs or any individual who would like to lead and manage a successful sales team.

PERFORMANCE OBJECTIVES:

Upon completion of this workshop, participants should be able to develop sales leadership and management skills to effectively fulfill their role in motivating, monitoring, rewarding and coaching their teams to reach sales targets and improve sales performance.

LEARNING OBJECTIVES:

By the end of this course, the participants shall be able to:

- Recognize the roles and functions of a sales leader and its impact on the sales team
- Assess competencies needed to develop one’s sales skills
- Employ effective recruitment strategies to find and keep effective salespeople in the team
- Conduct basic but effective sales training for the sales team
- Develop systems for smoother sales operations
- Create recognition & milestone highlights for the sales team
- Practice strategies to build a strong sales network

COURSE TOPIC HIGHLIGHTS:

1. Sales Leadership
2. Current Challenges of Sales Leaders
3. The Roles & Functions of a Sales Manager
4. Sales Leadership Assessment
5. Key Competencies for Sales Leadership
6. Leading with Emotional Intelligence
7. Recruiting & Retaining Good Salespeople
8. Training Your Sales Team
9. Managing and Systematizing Your Sales Operations
10. Motivating & Rewarding Your Sales Team
11. Your Sales Network
12. Building Strong Customer Relationships
13. Working with Strategic Partners
14. Finding Success and a Rewarding Career as a Sales Leader

TRAINING INCLUSIONS:

- Live Webinars are conducted via Zoom and includes eCertificate of Completion. Printed Certificates may be requested with minimal processing fee of Php100 plus shipping fee.
- Live Seminars are conducted at BMA Training Center and includes: Certificate of Completion, Seminar Kit, Meals and Drinks. Plus: non-transferable one-time refresher seminar session within one year.

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