PROGRAM 04

Sales Leadership

A program for the people who lead sales teams, built to lift the whole team's performance, not just the manager's own numbers.

Every program is tailored to your organisation. It's what we do. We build it around your products, customers, sales process and the conversations your team actually has, so this sample is a starting point, not a set syllabus.

Who it's for

- Sales managers and team leaders
- Top performers stepping into their first leadership role
- Leaders of growing or underperforming teams

What changes

- Managers who build capability, not just chase numbers
- Pipeline reviews that lift performance
- Clear targets and real accountability

Sample journey

Session	Module	Practised on the job
1	**From Top Rep to Sales Leader**	Map how your week splits between selling and leading
2	**Setting Targets & Expectations**	Agree clear activity and outcome measures with each rep
3	**Pipeline Reviews That Lift Performance**	Run one pipeline review using the new structure
4	**Giving Feedback That Sticks**	Give one piece of specific feedback after a call or meeting
5	**Motivating Different Performers**	Plan your approach for one top and one struggling performer
6	**Bringing It Together**	Team development plan, shared with your manager

Between sessions: short Elevate Mode scenarios matched to each module.

Ways to run it

One-off
Pick 1-2 modules as a 2-hour, half-day or full-day workshop

Virtual program
Six 1-hour sessions over six weeks

In person or blended
Full days onsite, or a mix of onsite and virtual

What's included

- Discovery call and attendee questionnaire
- Workbook and frameworks
- Elevate Mode practice access
- Post-program summary and impact survey

How pricing works

Quoted after a free consultation, based on group size, number of sessions and format. No cost and no obligation.

Shape this around your team

Schedule a free consultation →

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