

Sales Manager Certification

Learn Fast. Sell More.

Most sales managers come equipped with sales experience, business acumen, work ethic, likable personality, and strong passion for the job. But that's not enough. Sales management is a complex challenge dealing with supervising a sales team with different backgrounds, needs, and territories, plus interacting with customers and top management, overcoming daily problems and challenges.

Fortunately, you've discovered the only place where you can learn these eight steps to success. Following are the most essential skills covered in this course. All are delivered in detail, with exclusive tools, exercises, applications. All have been researched and proven with thousands of sales managers from hundreds of successful companies.

See next page for certification syllabus information...

Illumeo

The leading online provider of *professional development* solutions, Illumeo helps corporate professionals and organizations work together to build the skills and capabilities to help everyone be an expert at their job.

Vital Statistics

- Founded in **2009**
- **4 Million** site users
- **450,000 hours** of instruction delivered
- **1,800+** On Demand Courses:
- **8,000+** Video Lessons
- **Two dozen+** CPE varieties

Certification Details

- ✓ Contains: **8 Courses**
- ✓ Duration: **5.5 hours**
- ✓ Cost: **\$299**
- ✓ To learn more visit www.illumeo.com/salesperson



Instructors: **Porter Henry Sales Process Experts**

The courses in this certificate program are taught by a team of Porter Henry sales professionals with decades of combined experience in sales, and with the Porter Henry sales process. Each course will have the full bio of its instructor.

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CERTIFICATION COURSE LISTING

1. Sales Coaching for Results

This course defines Sales Coaching and explains the benefits of coaching.

2. Virtual Sales Coaching

This course enhances sales coaching for results and creates a joint process to improve individual sales and sustain performance.

3. Counseling for Improved Sales Performance

This course shows that when coaching fails to improve performance, attitude, behavior, and motivation, it's time for counseling.

4. Managing Sales Performance

This course covers how to recognize performance warning signs and symptoms, before they become problems.

5. Optimizing the Sales Manager's Time to Achieve Priorities – Allocating/Saving Time for Top Priorities and Efficiency

This course focuses on eliminating time-killers like interruptions, inefficiency, avoiding low-level activities that someone else can handle.

6. Recruiting and Selecting Sales Stars

This course covers an essential but challenging skill: finding and retaining top salespeople.

7. Sales Leadership 1 – Creating a Sales Vision

This course helps generate “followers” that every leader needs and, most importantly, create sales results.

8. Sales Leadership 2 – Influencing and Motivating the Sales Team

This course discusses the most critical behaviors that a professional sales manager needs to develop, so he or she can build trust as a leader.

Once you complete these courses and pass the exams, update your resume and get ready for sales management success!