

Constant Team Coaching

Our Constant Team Coaching programme is available over a 3 month or 6 month period. This training offers your Sales Team the continuity to achieve a progressive increase in their performance.

This is particularly effective if you are looking to achieve or over achieve on your Manufacturer's targets.

The Training

We work closely with your Management Team to identify areas for improvement. We will measure, monitor and analyse Salesman's activity and conversion rates and agree an on-going training programme on both an individual and team basis.

Our Training and coaching will be delivered to the Sales Team collectively and on a one to one basis in practical and theory sessions.

Good teamwork divides the task and multiplies the success

Our Aim

Our training programme equips your Sales Team with the skills needed to connect and reconnect with past, present and potential customers to improve customer retention.



The Areas we Cover:

At each review session, we will meet with each of your Sales Team and carry out individual reviews. We will analyse and monitor the follow areas:

We will analyse:

- Incoming enquiries
- Appointments from enquiries
- Lost sales from enquiries
- Lost sales from appointments

We will Monitor:

- Conversion Rates
- Prospecting Appointments
- Based on the information collated at each review, we will implement and deliver an on-going training programme to the Sales Team to improve performance.

At the end of each review session, there will be a debrief meeting with the Sales Director/Manager.

**The Strength of the team is each individual member.
The strength of each member is the team.**



For a free consultation to discuss your requirements, please do not hesitate to contact Hayward & Partners to arrange an appointment