

Seminar Two:

Managing & Controlling Sales Performance

Sales Performance is the key to Sales Success. If the performance is low; unhealthy results to the company's life emerge to affect the financial situation. A Closer daily control of the sales performance is the preventive cure to an unexpected crisis. Marketing & Sales Consultants® training session for 15 hours will lead your company to a scientific management and control of the Sales Performance.

This Seminar includes a workshop and case studies.

Seminar Language: Arabic **Max. # Of attendees:** 15prs.

Certificates will be distributed after the Seminar for all attendees.

Seminar Axis

- ✍ Sales Performance know how
- ✍ Tools to measure the sales performance
- ✍ Building up an efficient reporting system
- ✍ Using Scoreboard to evaluate Sales status
- ✍ Maintenance of the measuring tools
- ✍ Evaluation of Sales staff upon measuring results

Who Should attend this Seminar?

- ✍ Sales Managers
- ✍ Sales Supervisors
- ✍ Accountants & Financial controllers
- ✍ Sales Staff



For Reservations please do not hesitate to contact us by return mail to:

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