

# DIPLOMA | SALES FORCE MANAGEMENT

By London City University

## Course Overview

Strong knowledge and skills are mandatory to effectively manage a sales team due to continuous changes in the business atmosphere. The course addresses various management aspects including incentive, training, staffing, and valuation of the sales force. The course aims to guide the students about key principals in managing a sales team in today's business perspective, which helps them to manage customer portfolios and explore new opportunities.

## Course Outline

- ❖ Recruiting sale force professionals
- ❖ Recompensing the sales professional (Incentives & Commissions)
- ❖ Sales Force Performance administration
- ❖ Training and estimating the Sales Force
- ❖ Territory planning for utmost results
- ❖ Running Retail Based Sales Force
- ❖ Analyze current issues and execution of best practice

<b>Course duration</b>	<b>3 Months OR as per your requirement   Flexible and dependent on your time frame and need</b>
<b>Entry Requirements</b>	<b>A Success Oriented Personality</b>
<b>Certification</b>	<b>London City University</b> , will award an approved diploma at the end of course training. All students will get guaranteed certificate.
<b>Mode of application</b>	Fill an application form, send copies of your national ID card or passport as well as educational documents and forward to <a href="mailto:info@cvwarehouse.ae">info@cvwarehouse.ae</a> and get 50% discount on all courses offered by <b>London City University</b>
<b>Course Assessment</b>	London City University will give you an assessment on a monthly basis. This makes a total of three assignments, all scenario case study based activities. Students are expected to solve them and turn them in online via email. Each assignment carries a 20 percent score. The final online exam carries a 40 percent score, to make a total of One Hundred Percent.