



TERRITORY MANAGEMENT

PLATO ACADEMY

*How much time do you spend in front of the decision maker?
How much time are you planning to spend with clients in the next month?
How could you be even more proactive with clients, and what would that mean to your bottom-line?*

Approach

This training is designed for all those who have sales responsibilities across a given territory, regardless of how wide or diverse. This training is highly participative, with a blend of theory, practicality and best practice. We take this opportunity to share some of the best practice from organisations around the world.

Key Topics

- Time Management
- Planning Skills
- Goal Setting
- Use of Tools to Improve Effectiveness
- Evaluation

Training Objectives

At the end of this programme, you will be able to:

1. Learn to spend more time face to face with customers
2. Plan effectively and organise client documentation
3. Gain a balance between professional goals and personal time
4. Use time management tools more effectively
5. Set goals, prioritise them to determine if activities are goal-directed
6. Use less time putting out fires each day
7. Implement effective resource management

Duration

One Day

If you would like to discuss any one of our programmes please call on +44(0)7803 299337 or email: info@craighilesconsulting.com



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Programme Schedule

One Day

Welcome & Introduction

- Programme Objectives
- Personal Objectives

Territory Management

Face-Time With Customers

- How Much Time Do We Spend With Customers?
- The Value Of Time Personal Productivity

Goal Setting

- Identifying Key Changes
- Prioritizing Next Steps...
- Putting It Into Practice

Time Management Tools

- Selecting The Right Tools For You
- Building The Plan
- The Next 90 Days

Maximize The Use Of Resources

- Your Resource Pool
- People, Technology & Systems
- Measuring Your Effectiveness

Personal Action Planning

Reflection, Discussion & Action

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