

Time & Territory Management

Summary

Built around the basic construct that sales success requires a corresponding level of activity, Time & Territory Management combines the judicious management of time with that of sales territory. The programme not only enables participants to prioritize according to business need but also to effectively minimize travel time and maximize face-to-face selling. In doing so participants will be able to position themselves with the right people, at the right time where they can then have the right conversations, i.e. those designed to move a given opportunity or prospect to the next logical stage of the funnel or pipeline.

Target Audience

Time & Territory Management is suitable for all sales professionals whatever their current level of development. However in general, participants should conform to one or more of the following definitions.

- Those new to selling in an internal or field based role
- Existing sales professionals who have not previously attended formal training
- Existing sales professionals who require training in how to better manage their time
- Those being developed to move into a selling role

Prerequisites

None.

Objectives

To demonstrate the key differences between tasks termed as urgent and important
To provide an understanding of how effective time and territory management drives activity and underpins sales success
To introduce the concept of 'what am I here for'

Key Learning Take-Aways

Participants will be able to use the funnel or pipeline to establish selling priorities
Participants will have a framework within which they are able to effectively manage selling time and the territory in which they sell
Participants will have the ability to sort and management tasks according to the time management graph
Participants will be provided with a framework of metrics and ratios that will aid the measurement of success

Course Duration

This course is a 1-day, instructor led, classroom event delivered in an intense workshop environment.

For more information on this program please contact John Marrow
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