

Sales Management Mastery: Leading High-Performance Teams

Marketing, Sales, Customer Service
Dubai (UAE)
14 - 18 Sep 2025

UK Traininig

PARTNER

A large, detailed image of chess pieces on a checkered board. In the foreground, a gold king piece stands prominently on a light square. To its left, a silver pawn is on a dark square. Further back, another silver pawn is visible. The background features concentric circles and a checkered pattern, suggesting a strategic or competitive theme.

Sales Management Mastery: Leading High-Performance Teams

Ref: 3081_135258 **Date:** 14 - 18 Sep 2025 **Location:** Dubai (UAE) **Fees:** 3900 **Euro**

Course Description

This intensive 5-day course equips sales managers with advanced strategies and practical tools to lead high-performing sales teams. Participants will learn to optimize sales processes, motivate team members, and implement effective sales strategies to drive revenue growth and achieve organizational goals.

Learning Objectives

- Develop leadership skills to inspire and guide sales teams to peak performance
- Master sales forecasting and strategic planning techniques
- Learn effective coaching and performance management strategies
- Understand key sales metrics and how to leverage data for decision-making
- Acquire skills to build and maintain strong customer relationships

Course Modules

Day 1: Foundations of Sales Management

- The evolving role of sales managers
- Key responsibilities and competencies
- Aligning sales strategy with organizational goals
- Building a high-performance sales culture

Day 2: Sales Team Leadership and Motivation

- Leadership styles and their impact on sales teams
- Effective communication and feedback techniques
- Motivational strategies for sales professionals
- Team building and conflict resolution

Day 3: Sales Performance Management and Coaching

- Setting and managing sales targets
- Performance evaluation and improvement plans
- Coaching techniques for skill development
- Managing underperforming team members

Day 4: Sales Strategy and Process Optimization

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. In the background, there are concentric circles emanating from a point on the board.

UK Training
PARTNER

- Developing and implementing sales strategies
- Sales process analysis and optimization
- Territory management and account planning
- Leveraging technology in sales management

Day 5: Sales Analytics and Customer Relationship Management

- Key sales metrics and KPIs
- Sales forecasting and pipeline management
- Customer relationship management strategies
- Data-driven decision making in sales

Practical Wins for Participants

- Develop a customized sales management action plan
- Create a performance improvement strategy for your team
- Design a sales process optimization roadmap
- Construct a data-driven sales forecasting model

Blackbird training cities



Amman (Jordan)



Amsterdam (Netherlands)

Accra (Ghana)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston, Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Training
PARTNER



Blackbird Training Category



Human Resource



Audit & Quality Assurance



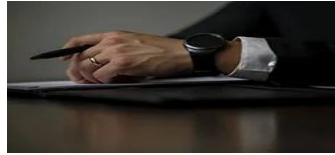
Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



MANNAI Trading
Company WLL,
Qatar



Alumina Corporation
Guinea



Booking.com
Netherlands



Oxfam GB International
Organization,
Yemen



Capital Markets
Authority,
Kuwait



Waltersmith Petroman Oil Limited
Nigeria



Qatar National Bank
(QNB),
Qatar



Qatar Foundation,
Qatar



AFRICAN UNION ADVISORY
BOARD ON CORRUPTION,
Tanzania



KFAS
Kuwait



Reserve Bank of
Malawi,
Malawi



Central Bank of Nigeria
Nigeria



Ministry of Interior
Kingdom of Saudi Arabia
KSA



Mabruk Oil Company
Libya



Saudi Electricity
Company,
KSA



BADAN PENGELOLA
KEUANGAN Haji,
Indonesia



NATO
Italy



ENI CORPORATE
UNIVERSITY,
Italy



Gulf Bank
Kuwait



General Organization for
Social Insurance
KSA



Defence Space Administration
Nigeria



National Industries
Group (Holding),
Kuwait



Hamad Medical
Corporation,
Qatar



USAID
Pakistan



STC Solutions,
KSA



North Oil company,



EKO Electricity



Oman Broadband



UNITED NATIONS
UN.



Authority for

UK Training
PARTNER



LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335