

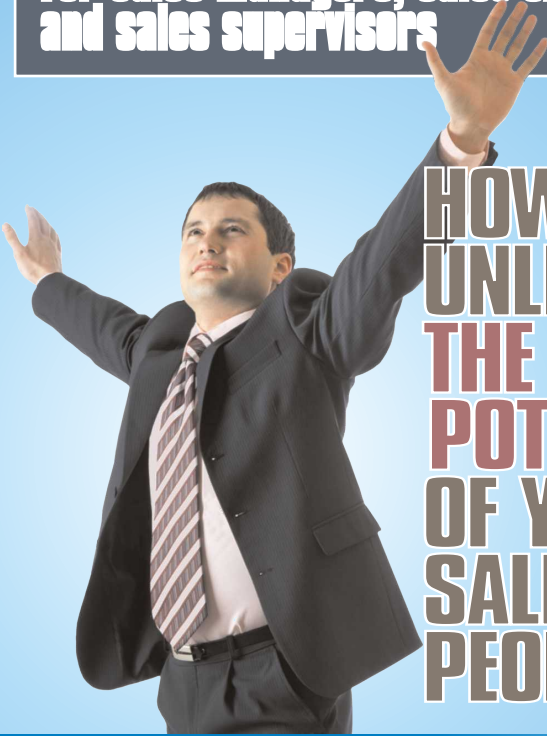


Vidya Prasarak Mandal, Thane

# "Selling and Sales Management"

Certificate Course in Sales Management

For sales managers, sales executives  
and sales supervisors



HOW TO  
UNLEASH  
THE  
POTENTIAL  
OF YOUR  
SALES  
PEOPLE

## Course Highlights:

- You will gain an understanding of the main type of objections that you may face in sales and how to handle these objections.
- You will learn as a Sales manager how you should select and train your team.
- How you should forecast and set quotas.
- How you should set territories and control your team.
- How you should devise compensation packages and motivate your team.
- How you should lead from the front and set examples.



Vidya Prasarak Mandal, Thane

Venue:

**Dr. V. N. Bedekar Institute of Management Studies**

Building No. 4, Jnanadweepa, Chendani Bunder Road,

Tel: (022) 25364492, Fax: (022) 25446554

Thane (W) – 400601, Maharashtra