

Rhema Sales Force Development Courses

Course Title: Territory Planning

Duration: Two Days

Course Objectives:

As a result of this course you will be able to:

- Identify clear objectives for your territory
- Plan and manage your time to achieve your objectives
- Improve your decision-making when responding to customer situations
- Assess the effectiveness of your business development activities
- Use an account management process to grow and defend your business
- Influence internal colleagues to increase their sales support

Course Content:

- Relating sales objectives to your territory
- The Territory Management Process
- Evaluating critical activities
- Identifying your own territory's requirements
- Planning and prioritising your time
- Documenting your plans and activities
- Managing your internal colleagues
- The need for effective networking