LEADERSHIP

Sales Manager

Manage sales pipeline, forecasting and coaching using observable evidence.

12 sessions × 60 minutes · 12 hours · 1160 AZN. Prices may change depending on current conditions.

Who is it for

For professionals who want to develop skills in leadership and apply their learning at work.

By the end you will be able to

- Define pipeline stages and key measures.
- Separate at-risk opportunities from forecasting assumptions.
- Plan a one-to-one coaching conversation and development actions.

Practical assignments

- Anonymised pipeline audit and stage criteria.
- Weekly forecast review and KPI panel.
- Performance conversation role play.

Session plan

01 Sales system audit

02 Sales Funnel

03 Pipeline Management

04 KPI

05 Sales plan

06 Forecast

07 Managing salespeople

08 1:1 meetings

09 Sales Coaching

10 Performance evaluation

11 Motivation

12 Sales Management System

Final practical output

One-page pipeline review and 30-day coaching plan.

Assessment and feedback

The output is reviewed for stage definitions, sound interpretation of metrics, forecast assumptions and a usable coaching plan.

Training format

Live online via Zoom / Google Meet. 1 participant + 1 trainer. Schedule agreed together.

Contact and enrolment
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