



SALES LEADERS
Global



1
DAY

WORKSHOP

ROLE CLARITY Beyond the Job Description

This one-day strategic workshop focusses on the areas of neglect that can creep in with any sales team. Just like a guitar needs tuning up, so does the sales function. Often 'winging it' or 'just work it out' is the mantra but when clarity around the role, purpose around expectations and priorities of responsibilities is highlighted, performance increases exponentially.

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WHAT MAKES THIS DIFFERENT?

One of the biggest challenges a business faces is role clarity. Business outcomes can only really be achieved when the individual not only has clarity around their own roles and responsibilities, they also have clarity around how their behaviours and activities impact others. This program is about clarifying team roles and boosting accountability.

KEY FOCUS

- Get everyone on the same page by clearly defining team roles and what's expected when it comes to key tasks. This makes sure everyone knows what they're responsible for, leading to better self-management and a team that works well together.
- Create a practical guide that'll help new hires get up to speed, serve as a handy reference for everyone, and turn into a valuable resource for your business.
- When you're looking to bring new people on board, this clear-cut process will lay out what your business achieves every day, helping you find the right people who fit right in.
- You'll be able to focus on hitting those key goals with a plan that everyone's agreed on, making sure everyone's moving forward together.
- Plus, you'll have a checklist for your meetings and a 3-month plan to keep track of how things are going, and make sure you're always making progress.

Our one-day workshop will help you improve what you're already doing, encourage everyone to take charge of their own work, cut down on the need to oversee everything closely, and change the way you work with your team. We'll put the spotlight on the main goals and actions that drive a successful team.

WHO WILL BENEFIT

- Business leaders or owners who want a stronger process for getting things done and keeping the team together.
- Sales managers who want to guide their teams towards goals without stepping on toes.
- Salespeople looking for a consistent way to check their progress and meet their targets.

INVESTMENT

The day rate for this interactive workshop is \$7,500

VALUE RECEIVED

The one-day Role Clarity Workshop that Bernadette facilitated for our business was extremely beneficial. It set us up with clarity around key roles, activities relating to those roles and metrics to measure activities and in doing so provided our business with even more focus and momentum.

James Woodyatt, Joint MD, CDK Stone

Book Your Workshop Today on +1 720 346 0757