

3rd May 2007

Moss & Associates International

Re: Sales Management Excellence Course
Facilitator: Brett Burgess

Having been in Sales Management for some time but with no formal training my management style was "homegrown" and to some extent, reactive in nature. Rather than taking control of some situations they had control of me. I had goals but they were not written and of course they were not always achieved.

With the Sales Management training course Brett has given me a basis on which to work, giving me confidence to take better control of situations, plan and achieve goals, better understand the differences in my salespeople and ways to deal with their different character traits, and to make them more accountable for their results.

From the course I now have the skills and knowledge to be more comfortable and confident in my role as Sales Manager, knowing what should be done and how to achieve it.

It is an excellent course for anyone who needs basic training or as a refresher on managing Sales Teams. Brett is a great facilitator ensuring that you stay on track and providing insights and examples to highlight points when necessary.

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