CERTIFIED SALES COACH

Sales Coaching is an essential development initiative that enables sales leaders to coach sales teams for consistent & sustainable growth in sales.

Our learning approach prepares our participants through reflective inquiry & practice labs. The program is designed in compliance with ICF Core Competencies and facilitated by ICF credentialed coaches who have vast sales leadership experiences.

With 15 years of experience in sales coaching, we identified the challenges faced by Sales Managers - mental blocks, perceptions and lack of know-how in team engagement and development.

We aim to build coaching capabilities of Sales Leaders to empower salespeople and resolve their performance gaps using our proven coaching model.

WHO SHOULD ATTEND

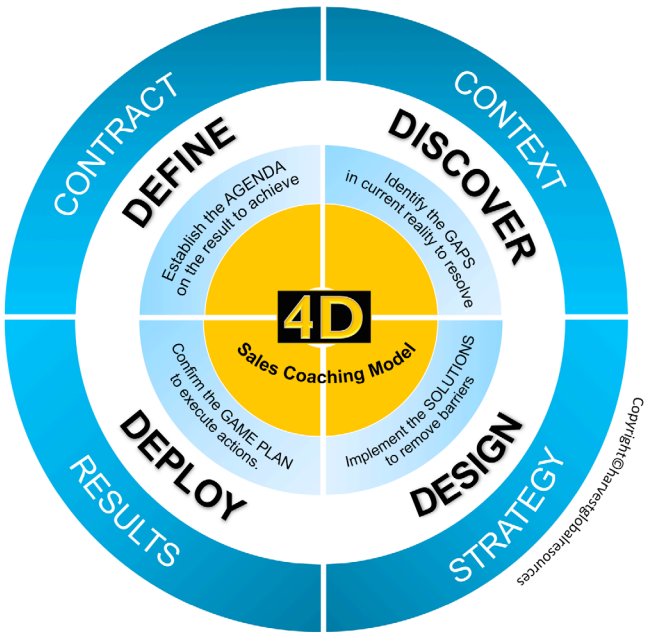
- ✓ Sales Managers or Leaders
- ✓ Business Owners
- ✓ Coaches / Trainers

Module 1
ACTIVATING SALES COACH MINDSET

Module 2
ENHANCING SALES COACH AS AN EFFECTIVE COMMUNICATOR

Module 3
DEVELOPING HIGH PERFORMANCE SALES TEAMS

Module 4
CHAMPIONING DEVELOPMENT CULTURE FOR SALES SUCCESS



Copyright@harvestglobalresources

PROFESSIONAL SALES LEADERSHIP CERTIFICATION

65 STUDENT-CONTACT HOURS ONLINE + FACE-TO-FACE

CERTIFIED SALES COACH
Transforming Sales Leadership

Brought to you by:
Sales Leadership Institute (SLI)

HARVEST GLOBAL RESOURCES SDN BHD
Growing People, Performance & Purpose

ENQUIRE HERE
+6012 3030 575
csc@harvestglobalresources.com

CERTIFIED SALES COACH

LEAD FACILITATOR

RAJIV MATHEWS GEORGE

PCC, CPC, AFP

CO-FACILITATOR

TANG WEE HEN

PCC, CFP, IFP

Participants are to complete four modules to earn the certification as Certified Sales Coach
This program is available in a modular basis and can also be customized to client's needs

M1 ACTIVATING SALES COACH MINDSET

- Develop the core mindsets of a sales coach
- Implement the key behaviour traits
- Introduce the 4D coaching model

M2 ENHANCING SALES COACH AS AN EFFECTIVE COMMUNICATOR

- Introduce the neuro-science in achieving effective conversations
- Illustrate paradoxical traits and harness EQ skills
- Infuse the 4D Model with essentials behaviours

M3 DEVELOPING HIGH PERFORMANCE SALES TEAMS

- Understand the core principles of performance coaching
- Instil the Theory of Inner Game
- Use real time case scenarios to experience 4D coaching conversations

M4 CHAMPIONING DEVELOPMENT CULTURE FOR SALES SUCCESS

- Recognize the importance of sales metrics and implement a tracking system
- Cultivate the best practices, tools and models
- Design a clear framework to map the journey of each sales person

HIGHLIGHTS

C-IQ
Conversation Intelligence

EI
Emotional Intelligence

All coaching practices are observed and supervised by ICF credentialed coaches

CERTIFIED SALES COACH
Transforming Sales Leadership

Brought to you by:
Sales Leadership Institute (SLI)

HARVEST GLOBAL RESOURCES SDN BHD
Growing People, Performance & Purpose

ENQUIRE HERE

+6012 3030 575
csc@harvestglobalresources.com