

# Activity Management™

Proactive Organisational Skills for Salespeople



**Activity Management™ is a workshop designed to help sales people achieve peak performance by maximising their selling time, organising and prioritising key tasks, and developing their proactive planning skills. The outcome: maximum sales effectiveness with minimum time and resources.**



This course teaches the techniques and disciplines that enable top performing salespeople to form critical task management habits, and remain focused on the priority activities that lead to revenue generation. It is also suitable for anyone in a customer facing role with a desire to improve their organisational skills in a commercial context.

Accelerate your growth

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## The workshop includes:

- Categorising and organising selling tasks and activities
- Prioritising critical selling activities
- Creating personal momentum
- Analysing your own sales potential
- Monitoring effectiveness versus quota
- Pipeline management
- Dealing with deadlines and goals
- What's better: multi-tasking or singular focus?
- Task Delegation and Ownership

Redline courses are delivered by highly experienced ex-Sales and Consulting Directors, who combine a wealth of real-world knowledge with practical techniques and methodologies.

Our workshops comprise a balanced mix of:

- Video demonstrations using professional actors
- Trainer-led teaching
- Group and individual exercises
- Group discussions
- Fun activities
- Role-plays
- Analysis & planning tools
- Course workbooks and slide sets

## Activity Management™ is a 1 day workshop

This is a workshop for Sales, Pre-Sales and Consulting staff which is fun, interactive and, above all, practical. All our courses can be supported with a personalised coaching and mentoring programme for managers and delegates.

Call us on **01428 641001** or find out more at [www.redlineassociates.co.uk](http://www.redlineassociates.co.uk)

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