Marketing and Sales for Small and Medium Enterprises

Sales and Marketing

Course Overview

Marketing and Sales for Small and Medium Enterprises: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Marketing and Sales for Small and Medium Enterprises
- Apply practical tools and techniques for Marketing and Sales for Small and Medium Enterprises in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Marketing and Sales for Small and Medium Enterprises in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Setting the scene: Marketing and Sales for Small and Medium Enterprises in today's organisation
2. Key concepts and the language of Marketing and Sales for Small and Medium Enterprises
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Marketing and Sales for Small and Medium Enterprises with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Cairo	**$1,450**
9 to 13 Nov 2026	Windhoek	**$1,395**
23 to 27 Nov 2026	Dar es Salaam	**$1,450**
30 Nov to 4 Dec 2026	Gaborone	**$1,450**

LTC Consultants
Suite 601, Block 2, Monument Office Park, 79 Steenbok Ave, Monument Park, Pretoria, 0181, South Africa
+27 68 403 2806 | info@ltcconsultants.net | ltcconsultant.co.za
Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.