

Sales Management and Team Performance Leadership

Sales and Marketing

Course Overview

Sales Management and Team Performance Leadership: 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 Sales Management and Team Performance Leadership
- Apply practical tools and techniques for Sales Management and Team Performance Leadership in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Sales Management and Team Performance Leadership in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Directors, senior managers, heads of department, team leaders and high-potential professionals preparing for greater leadership responsibility.

Course Outline

1. Foundations of Sales Management and Team Performance Leadership: principles, terminology and context
2. The business case: why Sales Management and Team Performance Leadership matters to performance
3. Core tools, frameworks and methods
4. Applying the tools: guided case study and exercises
5. Common pitfalls and how experienced practitioners avoid them
6. Working with stakeholders: communication and influence
7. Measuring results and continuous improvement
8. Personal action planning and course review

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
14 to 18 Sep 2026	Gaborone	\$1,450
5 to 9 Oct 2026	Kigali	\$1,395
19 to 23 Oct 2026	Online	\$800
2 to 6 Nov 2026	Cape Town	\$1,395

23 to 27 Nov 2026	Lusaka	\$1,395
7 to 11 Dec 2026	Maputo	\$1,550

LTC Consultants

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.