

Transport Sales and Carrier Account Management for Freight Operators

Traffic Management & Road Safety

Course Overview

Transport Sales and Carrier Account Management for Freight Operators: a 5-day professional training course from LTC Consultants, delivered in-classroom...

What You Will Achieve

- Explain the core principles and current good practice in Transport Sales and Carrier Account Management for Freight Operators
- Apply practical tools and techniques for Transport Sales and Carrier Account Management for Freight Operators in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Transport Sales and Carrier Account Management for Freight Operators 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 Transport Sales and Carrier Account Management for Freight Operators: principles, terminology and context
2. The business case: why Transport Sales and Carrier Account Management for Freight Operators 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)
21 to 25 Sep 2026	Durban	\$1,550
12 to 16 Oct 2026	Lagos	\$1,395
26 to 30 Oct 2026	Online	\$800

16 to 20 Nov 2026	Pretoria	\$1,550
7 to 11 Dec 2026	Harare	\$1,450

LTC Consultants

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