# 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 across...

## 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) |
|---|---|---|
| 16 to 20 Nov 2026 | Pretoria | **$1,550** |
| 7 to 11 Dec 2026 | Harare | **$1,450** |

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