

Manager as Coach

Unlocking the Performance in Your People

A New Perspective...

Bringing a fresh and relevant take on coaching in a pressured sales environment. The 'Manager as Coach' programme is designed to equip Sales Managers with a relevant and comprehensive skillset which will allow them to adapt and flex their leadership style to meet both business and individual needs.

Improving the coaching skills and effectiveness of your Sales Managers is the fastest route to market to increase sales performance across your teams. After all, these are the individuals who communicate with, motivate and influence your sales force every day.

The benefits of coaching are clearly acknowledged and many organisations are now looking to their Managers to take responsibility for coaching their people.

However, many companies are frustrated that coaching isn't returning the results they were expecting. Training courses often focus on coaching as a discreet and formalised activity, but the daily pressures of a busy sales environment often means Sales Managers find the models and theory a great idea, but not necessarily great in practice.

The Manager as Coach programme turns this on its head by distilling the theory and equipping Managers with the **relevant skills and behaviours** necessary to adopt a leadership style which is underpinned by coaching principles.

By maintaining the belief that people really are their own best experts, the programme will enable your Sales Managers to increase their team's self-awareness and self-direction in problem solving and personal development.

The Result...? Your Sales Managers will be equipped to **unlock the potential in every individual** to maximise their own performance and achieve improved and sustained results.

"The task of leadership is not to put greatness into people, but to elicit it, for the greatness is there already"

John Buchan

What to Expect

Firstly, a relevant and meaningful definition of coaching is established for your company, including a clear statement of desired outcomes. This provides a critical structure for your Sales Managers and allows for a clear communication strategy as to the objectives of the programme.

An initial, highly interactive, one day workshop is provided, which is a practical balance between learning new skills and experiential exercises. Two subsequent half day workshops are then delivered over an 8 week period, designed to reinforce new skills and offer delegates a checkpoint and further practical exercises. The timings of these workshops can be adapted to suit your organisation, but have been designed to offer a realistic delivery schedule that accommodates a busy sales environment.



During the 8 week period, email and telephone support is available to all delegates. The programme also provides a 'peer to peer' coaching framework to enable self-sufficient ongoing supervision.

Maximum of 10 delegates.

About Me

Unlocking the performance in your people is the single most impactful thing you can do for your business. Their potential is enormous and an early and often small shift in performance can create outstanding results.

My business is about helping you unlock that performance

Whether it's one-to-one coaching, developing leaders, or building strong and cohesive teams, I help drive and inspire incremental value from what you already have.

While the economy remains challenging, achieving more with the same has never been so important.

Working with sales leaders and teams in the technology industry I help them explore their own potential to be the **exceptional individuals they already are.**

More Solutions Available:

- Executive Coaching
- Discovering You
- 360° Insights
- New Manager Programme
- Influential Leadership
- Understanding Team Differences
- Winning Through Team Dynamics



Discover More...

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