



Mastering Technical Sales: Skill Building Workshops

MTS-402: Pre Sales Management Coaching and Mentoring

A top performing Sales Engineer is promoted into a first line management position. He has been promoted based on technical ability but is now struggling with the basic management skills demanded of a pre-sales leader. All too often the new manager is provided with little or no training and is expected to 'pick up' her skills as on the job training.

This course focuses on the specific challenges of managing a pre-sales team, such as leadership, empowerment, delegation, dealing with sales managers' priorities and personnel development.

Sample Topics

What Makes a Good Manager?

What Makes a Good Leader?

Essential Skills I - Projecting Confidence

Essential Skills II - The Big Picture

Case Studies & Workshop

Instilling Best Practices - POCs, Presentations and Proof of Concepts

Administration - Finance and HR

Essential Skills III - Delegation

Essential Skills IV - Profiling Your Team (DISC, Myers-Briggs)

Essential Skills V - Giving Constructive Feedback

Case Studies & Workshop

Essential Skills VI - How To Pass On Your Skills/Mentoring

Wrap-Up and Next Steps

