

Our Driving Sales programme is a practical, solutions driven approach to improving on site sales performance.



Anyone responsible for other sales people are accountable for the results they achieve. Anyone in a Sales Manager role is accountable for driving the onsite sales team activity and with this in mind, LR Consultancy provide a range of very practical solutions for Sales Managers so that sales performance (often include their own sales performance) is optimised.

We help Sales Managers through training, practical toolkits and programmes for personal progression.

Our Sales Management training and support equips Sales Managers for high performance and we work with Sales Managers to:

- Understand the sales team and their behaviours
- Deliver clear and inspiring communication
- Motivate sales people; creating sales champions
- Set compelling performance objectives and standards
- Manage problem behaviours and poor performance
- Manage time effectively to maximise results
- Delegation and team motivation
- Driving sales and monitoring performance
- Assuring sales and service responsibility
- Follow up from training
- 1:1 coaching
- Recruiting better than the best

Sales Managers are responsible for driving up sales performance and ensuring that the management of each development is to a level that assures consistent service, which for the customer instils confidence and leads to high value sales. We know how to help you achieve this

Contact us to find out more about how we can help – email or phone us now.

People Driving Sales are accountable for:

- Effectively coaching their sales team to achieve and maintain brand standards on site
 - Progressing their sales teams inspiring the sales approach that achieve most success in today's market
 - Monitoring non-negotiable selling standards through mystery shopping, observation and role play
 - Assure consistency across all site standards into day to day activity
- Building the confidence and pride of their sale team to better understand what customers need and the service levels required to deliver that
 - Providing on line learning, cheat sheets and toolkits to best equip this vital role in new home sales

We make sure that Sales Managers have access to information to self-develop as well as drive their sales team's performance.