

SALES DEVELOPMENT MANAGEMENT TRAINING

The training has been designed to provide a comprehensive overview of the key aspects of running a successful Sales Development program, with actionable insights participants can implement immediately post-training. It's aimed at anyone who wants to run a successful program (SDRs/Team Leads), or is currently running one (newer SDR Managers or other Execs).

Through a series of discussion points, activities and handouts, we will dive in the following aspects of setting up and running a Sales Development program:

- Setting Your Team Culture
- Leadership vs Management
- Training vs Coaching
- Program strategy
- Recruiting process
- Onboarding process & Playbook
- Ongoing team training
- Coaching process
- Team Cadence (SDR QBRs)
- Team Motivation
- Performance management
- Managing out
- Understanding the prospecting funnel process

- Metrics overview
- Reporting overview
- Understanding your process choke points
- Sales Dev tool stack overview
- Managing up
- Working across departments
- Personal career planning
- Building your brand

We would break this out over the course 1-day live in the classroom with up to 8 other Sales Dev Managers/Directors. It would also include entrance to the Training Cohort Slack Group of SDR Managers and Directors who help each other with questions and support.



For more information
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About Tenbound

Tenbound is 100% focused on Sales Development. We help start or improve your Sales Development program through events, training and consulting programs.

More meetings, more sales. Tenbound