

# COMMAND OF THE TALENT®



## CREATE A FRAMEWORK THAT GIVES YOUR SALES LEADERS...

“an unrestricted line-of-sight into the talent management processes for your sales team.”

### ✓ Command of the Talent®

For success in creating your ultimate team, you'll need to leverage the human side of your business by adopting best practices in hiring, training, assessing and coaching your talent.

The Command of the Talent® program brings best practices, processes and tools together in one place to streamline and simplify your talent management.

- Solid hiring and on-boarding processes will reduce recruiting costs and increase productivity and job satisfaction.
- Clear role alignment will ensure that every salesperson understands their responsibilities and can focus successfully on shared goals.
- A professional development process will define performance expectations and encourage consistency and credibility in retaining top performers.

### 💡 Course Curriculum

Command of the Talent® provides sales leaders with an unrestricted line-of-sight into your team's performance, based on what drives success in individual sales roles.

We'll also help with succession planning by teaching your managers how to identify the DNA of top performers.

### 👤 Target Group

Sales Managers and Sales Leadership

Program Components:

- Sales Team Resource Planning
- Identifying and Acquiring Talent
- On-Boarding
- Performance Management
- Developing and Retaining Talent

## Challenges We Solve

### **“I'M NOT SURE I'M HIRING PEOPLE WHO CAN BE SUCCESSFUL IN MY COMPANY.”**

Build success profiles to make sure you are placing the right people in the right jobs.

### **“OUR TALENT MANAGEMENT PROCESSES ARE COMPLICATED AND TIME CONSUMING.”**

Use a toolkit of processes to simplify and consistently manage and motivate your people.

### **“IT TAKES OUR NEW HIRES TOO LONG TO BECOME PRODUCTIVE.”**

Boost the productivity of your new hires with a solid on-boarding process that gives them the skills they need to quickly produce revenue for your company.