



LEADERSHIP USA™

FEATURED FACULTY

AVAILABLE MONTHLY MEMBERSHIP SEMINAR

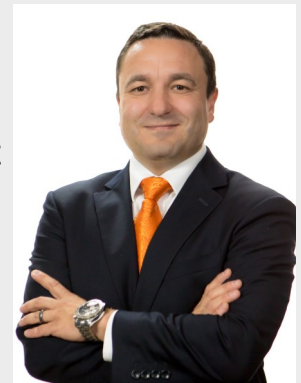
Building the Sales Leadership Culture



Whether your organization is B2C or B2B, sales is its lifeblood. In today's competitive business environment your sales force will have a significant influence on your business's destiny. This course is designed specifically for business owners and their sales managers. Its goal is to help them gain knowledge and necessary skills to grow their organization's sales results, through sales leadership culture. You will be introduced to everything essential of sales leadership culture, starting with result-oriented mindset. You will ascertain five components of proactive sales cultures and identify organizational capabilities. You will become familiar with the coaching methodology for leading both teams and individuals.

Tony Troussov, M.A., CSP

Tony began his sales career at the age of 14 on the streets in the former Soviet Union, where he learned the hustle of the black market. At 18 he came to the U.S to pursue an American Dream with only \$50 in his pocket and half-full suitcase. He had a successful career in the retail auto business. His experiences included finance, sales management and director of training for an organization with 1000 employees. As the G.M. of a large dealership, he led the team of 135 employees to become a top 100 Toyota dealerships in US. Since 2011 Tony has been working with businesses coaching, consulting and training leadership and sales teams.



Three Main Core Competencies

Change, Performance/Productivity, Coaching

This course is appropriate for:

C-Suite, Senior Executive, VP, Directors, Managers, High Potentials

Learning Library assets included:

e-book: "Building the Sales Leadership Culture"

For more information or to register, visit www.LeadershipUSA.biz or call 303-471-7401