

HIGH-IMPACT SALES LEADERSHIP Certificate Program

ABOUT THE PROGRAM

Prepare yourself for a challenging and rewarding career in sales management.

Learn how to develop and strengthen leadership and communication, build a strong, productive sales team, manage time and performance effectively and conduct outstanding meetings that inspire.

Students completing this certificate program will be awarded college credit for all courses in the Certificate by Sullivan University (a regionally accredited university offering Associate, Bachelor, Master's, and Doctoral degrees) and will be accepted as a part of the degree credits in programs related to the certificate program selected. Transfer of credit for students attending another University other than Sullivan University may be accepted based on the credit of transfer policies of the receiving University.

- **DEVELOP SALES MANAGEMENT SKILLS**
- **MASTER THE SELLING PROCESS**
- **DELIVER POWERFUL PRESENTATIONS**
- **INSPIRE AND MOTIVATE YOUR TEAM**

WHAT YOU WILL LEARN

- Lead a winning sales team
- Master the seven-step selling process
- Empower others to deliver results
- Maintain composure under pressure
- Influence people to follow you
- Delegate responsibility, authority and accountability
- Sell ideas and inspire others
- Create a vision

COURSES

- Sales Advantage
- Leadership for Managers
- High-Impact Presentations

