

ACCELERATE

BUSINESS & EXECUTIVE COACHING

SENIOR SALES DIRECTOR

AT A GLANCE

CHALLENGES

- Managing remote workers across different time zones
- Balancing the needs of managing a team with managing her own book of clients
- Difficult relationship with line manager

SUCCESSSES

- Creating a manageable performance review system which could be managed with minimal effort and supervision
- Creating more accountability for team reports
- Increased her brand so she will be 'noticed'
- Effective communication with her line manager

SERVICES PROVIDED

We had six hours of coaching, over six months, focusing on improving her ability to lead a team to achieve their high sales targets and holding them to account.

We also worked on her having a better work/life balance as a working mum whilst not sacrificing her position within the company.

One of the key areas we worked on, was her expectations of her line manager, ensuring she got the support she needed from him, when she needed it whilst also demonstrating that she is already working at the next level so will achieve the promotion she wants.

"I have loved having Tina in my corner. Knowing that she understands my challenges and has helped me implement solutions that work. I now have a plan as to how to achieve my goal of becoming a board member within 12 months"

SENIOR SALES DIRECTOR

COMPANY PROFILE

This executive has worked within their company for 15 years, having started as a Business Development Executive and now as a Senior Director managing team members across five countries.

The company is worldwide, with offices in 20 countries and has high expectations of their senior team members.

As a leader of a sales team she has the responsibility for bringing in her own revenue with targets plus ensuring her team meet their targets too.

One of the major areas of concern was managing the work/life balance in a 24/7 multi-time zone workspace with clients requiring immediate attention.

Also navigating being a mother of 3 children with aspirations to become a Board member within 2 years.