SALES FORCE MANAGEMENT
LIVE Online Programme

September 16 - 18, 2020
SALES FORCE MANAGEMENT
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Effective management of the Sales Force lies at the heart of the success of almost all businesses, irrespective of whether they are in the B2B domain or selling FMCGs. This role has become even more critical during the current economic stagnation. The Sales Leader has to design and implement strategies that will allow his team to perform to the best of their abilities in difficult circumstances. Powerful and demanding customers require key account managers who would champion their cause.

The task of Sales Managers has become far more challenging and complex. Leading an efficient, motivated and highly trained sales force is of paramount importance in this situation. This 3-day programme aims at examining and exploring some of the challenges commonly faced by Sales Force Leaders. Using case studies, the programme will also expose participants to how successful international companies are addressing these challenges.

WHO SHOULD ATTEND
The programme is designed for upper and middle-level Sales Managers. Typical participants will hold titles including Director Sales and Marketing, Sales Manager, Account Sales Manager, General Business Manager, Business Development Manager, Marketing Manager and Product Manager.

PROGRAMME BENEFITS
The programme will allow participants a unique opportunity to explore different aspects of Sales Force Leadership and Management and understand key drivers for optimising their team’s performance. Some of the areas covered are:

- Strategic Role of Selling
- Managing the Sales Force
- Key Account Selling
- Sales Force Deployment
- Recruitment, Training and Compensation
- Motivation and Evaluation

LIVE VIRTUAL LEARNING FOR EXECUTIVES
The 3-day experiential programme is intelligently adapted to live virtual format imparting a brilliant mix of theoretical concepts, insights from practice, constructive tools and techniques in a highly interactive and engaged e-learning environment.

The participants get direct access to LUMS faculty and engage with peers through interactive class discussions, simulations and group project work that helps reinforce learning and networking among the group.
PROGRAMME DIRECTOR
MUHAMMAD LUQMAN AWAN
Teaching Faculty (SDSB)
PhD Scholar, University of Stirling Scotland

Research Interests:
Sales Force Management; Industrial Marketing & Channel Management

PROGRAMME FACULTY
EHSAN-UL-HAQEE
Professor
PhD, University of Texas at Arlington

Research Interests:
Advertising & Promotion Management; Consumer Behaviour; Marketing Research
TERMS AND CONDITIONS

ADMISSION PROCESS
Applications will be screened with regard to their suitability for the programme. Kindly ensure the submission of your online application by the deadline. Our online application form is available at https://redc.lums.edu.pk/programme-calendar

*Seat in the programme will be reserved on a first-come, first-served basis.

PAYMENT
Payment is due upon receipt of the acceptance email/letter along with the invoice. Please ensure that the payment reaches the office BEFORE the start of the programme. Space in the programme may only be ensured after we receive the fee.

Payment can be made directly through:

- Debit/credit card by visiting https://pay.lums.edu.pk. You can process the payment by selecting REDC payments from the Payment Type Section and entering a valid voucher number and access code mentioned on the voucher. Additional bank charges may apply.
- Cash, Crossed Cheque or Pay Order/Bank Draft made in favor of "Lahore University of Management Sciences" at any United Bank-Limited (UBL) branch against the programme voucher.

Our preferred mode of payment is by debit/credit card and crossed cheque/banker’s draft payable to Lahore University of Management Sciences. However, the programme fee can also be paid via bank transfer.

If you wish to dispatch the cheque directly to our office, please send it to:

Manager Marketing
Raising Executive Development Center
Lahore University of Management Sciences

Opposite Sector 'U', DHA Lahore Cantt Pakistan
(+92 42 3560 8243)

* LUMS is a not-for-profit organisation under the Income Tax Ordinance 2001. Accordingly, the income of LUMS is not tax deductible/collectable.

DISCOUNT POLICY
If more than two executives from the same organisation participate (up to a group size of 5 participants), each additional participant after the first two gets a 20% discount on the programme fee.

SUBSTITUTES/TRANSFERS AND REFUNDS
If you are unable to attend a registered programme, we will accept a substitute until 2 working days before the programme. Substitute candidates will be subject to the same selection process as the original one. If you wish to cancel your name from a programme, please notify in writing or on call at least 5 working days before the programme. In case of late cancellation, course fee will be refunded after deducting an application processing fee of PKR 20,000.

It is possible to transfer deposited fee to any open enrolment programme within 3 years. Transfers should be notified at least 5 working days before the programme. In case the participant or sponsoring organisation fails to utilise the funds within 3 years, the deposited fee will be forfeited.

Note: REDC may cancel or postpone a programme due to insufficient enrolment or unforeseen circumstances. In this case, university will refund registration fee but will not be responsible for any other related charges/expenses including cancellation/change charges by airline and travel agencies.

In case of postponement, the fee may be transferred to the rescheduled offering of that programme or any other programme as an alternate to refund. The University reserves the right to make changes in its programme policies and fees at any time.