

"A very educational program..."

- which provided me with the necessary tools and guidance towards achieving better results from my sales team. There has been a number of key action points discussed in the program which I know can be immediately implemented in our business."

-Matt Hammond  
CP Ships

"A valuable course..."

- which opened the mind and thought processes to new concepts. A number of the areas covered could be well-adapted to our organization, particularly the areas of analysis of the past activity and forming structured plans moving forward. The motivation and time measurement segments will also be beneficial for my team."

-David Roods  
Swift & Moore Pty Ltd

"A very professional and structured sales management seminar..."

- packed full of excellent constructive recommendations that could be applied to the smallest or largest of companies and have immediate positive impact on their revenue growth performance. I have been, literally, on lots and lots of sales courses and found this one to be one of the, if not the most beneficial. It is a great refresher course for sales managers and directors alike. Great facilitation."

-Sharon White  
Cumberland Newspaper Group



Here's what **Sales Managers** say about

## Accelerate Sales Team Performance

"The values underpinning the PACE approach are most appropriate for Australian Business Ltd. The essentials of sound and effective sales manager covered in the course are **imperatives for success.**"

- Michael Delaney  
Australian Business Limited

"This program provides you with all the tools to be an effective sales manager. It identifies so many gaps where you believe you work well but could improve tenfold. **Great interaction and facilitation**, also a number of areas you can learn from, all within this one environment."

- Craig Birchall  
Canon Finance

"Learning the advantages of leveraging was incredible. To see in a real case scenario how the compound effect can increase the business results was amazing. The course is a full 2 days for each section but the knowledge, not only from PACE but from the other peers involved made me come away with an action plan to implement that is proven and reliable."

-Steve Brankstone  
SITA Australia Pty Ltd

"A **fantastic way to understand in a clear framework the key elements that contribute to successfully managing a sales team.** The ideas and tools from this course will help me build a great team of sales professionals that I can measure and manage to deliver our goals."

-Darren Forest  
Akzo Nobel Car Refinishes Australia

"A highly valuable course with **fresh and innovative ideas** to common sales management issues presented enthusiastically, with passion and in-depth knowledge of the sales process. I have taken away many action points to implement into my sales team."

-Peter Neate  
BOC Ltd.

"Having managed a number of teams over a number of years, you become very fixed in your approach to sales management. This course challenged many of my default methods and techniques, and provided me with at least a dozen key changes to implement over the coming months."

- Tony Barrett  
SingTel Optus Pty Ltd

"I wish I had been to this course earlier. I felt I could have taken my sales team further along the track in researching our targets. I have a lot of work to do but look forward to implementing the processes learnt over the last two days with my team."

-Yvonne Byrne  
FUJIFILM Australia Pty Ltd

**“Well-thought out and hard hitting**, a real eye-opener for Sales Managers who want to change direction for the better.”

**- Stephen Harvey**  
**Sales Manager NSW**  
**ICON Industries Pty Ltd**

“The development we are currently undertaking with PACE Australia, for me personally, could not be at a more opportune time. I have only been in my current role as Manager Sales – ACT for the past six months, with nine staff reporting to me. With the management modules that we have already undertaken, I am already putting these into practice, with **measurable results.**”

**- Shirley Field**  
**Sales Manager**  
**Qantas Airways, ACT**

“...to let you know how valuable I found the Sales Management course that I completed with PACE Australia. It gave me skills I could implement as soon as I returned to work. By introducing the leverage model, my team was able to plan our activities so that small changes could indeed get us to our expected growth targets.

It was **practical skills that could be taken straight back and implemented.** I have seen positive changes with my relationship with my direct reports since understanding and using these skills. every manager should have the opportunity to attend this session to help with the team dynamics and language barriers.”

**- Marena Oldfield**  
**National Sales Manager**  
**3M Dental care**

“The structured approach your company has developed for Sales techniques, planning and securing results is professional and pragmatic. The Sales Process Map incorporating prospect pipeline/ active customer base has been **extremely useful** to clearly identify activity requirements to achieve targets, and to understand the amount of business that will be generated from an existing customer base.”

**- Peter Cameron**  
**Regional Manager**  
**Westpac Business Banking NSW**

“Thank you! The two days spent were **definitely worthwhile** – after being in my role for some 18 months now, the penny has finally dropped re; the importance of planning for my team, and me. In a sales management role, the pressure is constant – but I have now realized this does not need to be the case if a plan has been put in place. Tasks can be set and if these are completed, then the overall burden of making targets can be lifted. I now look forward to putting these words into action.”

**- David Dietrich**  
**Sales Manager**  
**SA Express Data**

“You have opened Pandora’s Box! I look forward to working on an ongoing basis with PACE Australia in developing our Sales and Marketing skills.”

**- Pheona Arndell**  
**Business Development**  
**Manager**  
**NSW Department of Public**  
**Works and Services**

“PACE Australia provides a **clear and concise framework** for how to plan and effectively work with the sales team members. Business is about fundamentals and knowing the fundamentals. PACE provides these very clearly.”

**- Bram van Hulsen**  
**Sales Manager**  
**Germantown International**

“PACE Australia gives sales managers the ‘tools’ to achieve your business goals. It gives you a new way of looking at your business and best of all, how to change to get the full benefits of what you are doing now and what you ‘should be doing’. I would recommend PACE Australia to other companies wanting to get the best out of their sales organization. This offers many practical ideas to leverage your business to **provide maximum growth.**”

**- Steven Wendtman**  
**Regional Business**  
**Manager**  
**Tyco Healthcare**

“The program has served to both **reinforce current practices** and refresh my memory of procedures that probably should still be utilized but for whatever reason have been left behind. There have been many ideas put forward by the group that I can modify to suit my operation.”

**- Ray Francis**  
**Akzo Nobel Car Refinishes**



"Having recently been promoted to Sales Manager without a background or structured training in sales, this seminar went through the necessary tools required and the methodology necessary to conduct an effective plan. I have gained a lot of confidence and can clearly see that I have great information to take back to the team."

- **Keith Castellas**  
**Rainpure**

"As a manager, it has been refreshing to be shown a **structured and practical process** to ensure sustainable growth."

- **Glenda McNeil**  
**Fairfax Newspaper Group**

"It was great to get an understanding of the methods and tools for effective sales management. I now have a **number of options open** to me to assist in continually growing my sales team to be as effective as possible."

- **Lucas Hough-Neilson**  
**Volante Systems**

"The Effective Sales Manager is a **tremendous management tool for all Sales Managers**. This course sets out the model of strategic plan for any Sales Manager to implement with a small to large team for great results.

The course is broken into two parts:

- 'Deliver Planned Results' which showed us how to motivate, develop action plans, prospect, measure and monitor results for growth
- 'Coaching for Performance' which showed how we can best develop our sales team by identifying their strengths and weaknesses and how effective coaching increases their personal development.

The course challenges us to recognize situations that we may have thought insignificant to our mode of operation, and by making those small changes, an increase in productivity has resulted. Many thanks for the experience."

- **Roland Cowley**  
**Advertising Manager**  
**The Land Newspaper, Rural Press Group**

"Even if you have a 'well-established' sales or account management approach, the PACE program acts as a great Healthcheck of your approach and will no doubt provide you a useful means of further improving it. A great program. The quality of the materials and the facilitators make it **well worth the investment of time and money**. In particular, the tools around coaching and situational leadership are going to prove invaluable."

- **Mark Croudace**  
**Ernst and Young**

"I have often criticized Volante for 'managing via a spreadsheet'. A lot of what we discussed in the past 2 days has actually explained the intention of the tools and how to best use them. Coming from AMS, I did not have a good grasp of the methodology and frankly, no one in Volante has ever really explained it to me fully. I now have a much **better understanding of the tools** and will use them more effectively moving forward."

- **Sonja Johnson**  
**Volante Systems**



"The PACE Australia Sales Management Course was timely for me. I have been the State Sales Manager for only 5 months. The course offered face-to-face learning with a comprehensive list of topics covered.

The Sales Process Map, Leveraging and Situational Management modules we learnt have built a foundation that I will put into practice in my office environment.

An **excellent course!** It teaches practical, realistic strategies to increase results for our business. Thank you."

- **Kerry Thaler**  
**State Sales Manager**  
**Australian finance Group SA**

"PACE Australia has provided ACER with a **methodical approach to sales and sales planning** customized for our company and industry, and a common language across the sales team. We now have an effective measurement tool covering the key aspects of a sales organization: realistic pipeline (forecast) analysis, qualified opportunities, development plans for our customers and our sales teams."

- **Greg Michaelian**  
**NSW State Manager**  
**ACER Computer Australia**

"I found the theory to be logical and in most cases, **relatively easy to implement**. The proof of success will be in transferring the theory into practice. Regardless, I have some very handy notes to refer back to and some thinking to do around the practices in my own team."

- **Kylie Gibson**  
**Readers Digest**

“As a manager, it has been refreshing to be shown **a structured and practical process** to ensure sustainable growth.”

**- Julian Coelho**  
**Atlas Copco Compressors**  
**Australia**

“The program **provided a succinct and relevant insight**

into motivation theory, marketing and quantitative pipeline management. It is a great way to fast track the knowledge of managers and senior sales people who may not have completed post-graduate studies in management. For others, it provides a great refresher and review of the things we should keep in mind on a day-to-day basis.”

**- Martin Chang**  
**Sales Manager**  
**Optus Acquisition**

“The Effective Sales Manager program has delivered to me the ability to stay well in front of the knowledge base of my members and deliver a perceived benefit to our continuing relationship.”

The program **delivers a down to earth easy to remember set of practices** relevant to sales in any market. It will also give you a set of practical ‘take aways’ that will allow you to do things ‘differently, better or more of’ to ensure you will always have a mechanism to monitor the activities that will give you the planned results you expect to achieve.

I recommend anyone, no matter how efficient you are in the Sales industry to attend this program, if for no other reason than to ensure you are doing everything in your power to deliver those results.”

**- Warren Darnhill**  
**State Manager NSW**  
**Australian Financial Group**

“The concepts of sales process mapping, pipeline management and backward planning have now been implemented. I am pleased to say also that enhancements to our internal sales tracking system that mirror your business pipeline model are now well understood and provide a **valuable tool** both to me as a Sales Manager and the individual pipeline owners in understanding their business. The backward plan calculation was certainly a wakeup call to some of the managers.”

**- Phil Gibbons**  
**Westpac Business Banking, ACT**

“Enjoyed learning about the sales planning process and the benefits in implementing it into our organization. Learning with people from a range of organizations and industries helps in thinking laterally and applying concepts to our business. The course content **provides many ideas** for organizational change to drive increased sales and a more efficient selling process.”

**- Mark Cook**  
**Director**  
**WHK**

“**Practical and useful** techniques that can be adapted to our firm. Raises the profile of the issues and what is required to be an effective sales person.”

**- Andrew Chen**  
**Director**  
**WHK**

“The concepts and strategies we learnt will allow me to measure my sales team performance, and as such, redirect the sales department focus to **achieve company’s sales objectives.**”

**-Manuel Dias**  
**Sales Manager**  
**Schindler Lifts**

“This program **clearly identified all the elements necessary for a Sales Manager** to consider in creating an integrated approach to sales for his/her sales staff. Effective implementation should ensure mutually shared expectations between the sales person and their manager.”

**- Chris Drake**  
**The Empower Group**

“This program delivers a structured approach to the sales management process, identifying key concepts for consideration by Sales Managers. **Valuable ideas** are present to take away along with various tools to assist in the ‘rolling out’ across sales staff.”

**- Simon Paterson**  
**Principal**  
**WHK**



“Enables us to create the basic road map and take our sales and more importantly, our prospect ability to a higher level. Will also **assist us as a template in introducing some cultural change improvements** into our organization.”

- **John Hogarth**  
**Area Manager**  
**Banana Coast Community Credit Union**

“The topic was obviously well –researched, as was evident in the quality of the presentation and the handout material received. I am a firm believer – ‘if you can’t measure it, you can’t manage it’ and this is absolutely the case when it comes to sales staff. You first must be able to measure their performance, to then put into place assistance and direction for improvement. I felt the ‘situational leadership’ module was of most benefit to myself, as implementation of a few key criteria from the directive behavior section could provide dividend for our business. I would have **no hesitation in recommending this training** for other sales managers.”

- **Adrian Driscoll**  
**Sales Manager**  
**Tracserv Pty Ltd**

“I am leaving today with real, actionable ideas that I believe will be **genuinely useful to me, my team and my business.** I believe the tools I am taking away with me will improve the planning and account management in my team and increase my control of the outcomes by around 50%.”

- **Samantha Ryan**  
**Readers Digest**

“Solid concepts and principles to effect a focused sales management system, particularly with regards to setting an operational framework/process for the individual salesman.

Formal structured tools which can be adapted to our own business proves and the ability to obtain/provide better feedback on sales performance.

**A valuable foundation for a company’s sales team.**

It will help me in monitoring and the ability to identify problem areas in the sales performance and assist in developing (professionally) our sales team.”

- **David Green**  
**Business Manager**  
**Atlas Copco Compressors**

“This program has allowed me to **establish clarity on our processes** and how we can move from there with confidence. The various tools used will be implemented and further refined, allowing my team an objective and reasonably accurate tool to benchmark their own progress.”

- **Heng Jiang Cheng**  
**Gunnebo Securities**



“The systems, process and ideas we have learnt over the past 2 days are relevant to any business and can **positively help to influence growth.** The principles are easy to understand and I am looking forward to going back into my state and working with the concepts. Thank you!”

- **Kim Fowler**  
**Nutrimetrics International**

“I found the program to be content-rich. I really enjoyed the tasks and activities. I **feel more confident in being able to lead** my team more effectively and efficiently. Certainly recommend the PACE program to any company or corporation who are looking for a competitive edge.”

- **Mark Warnes**  
**Akzo Nobel Car Refinishes**

“This program has really changed my views on a successful sales team. I have taken away and acted some of the plans already and have had **a very positive result** both financially and in my sales team as a whole.”

- **Rick Klosinski**  
**Lesnies**

“Excellent. **Best course I have ever been on.** Will improve my skills and productivity greatly. Have no hesitation in recommending it to anyone. Thank you.”

- **Andre Vicek**  
**Optus Mobile**

"This course, with its ideas and basic concepts has given me **insights to where I need to be**, to successfully manage a strong, winning sales team. Thank you."

- **Pat Molloy**  
**Enerpac**

"This program has offered me the time, thought and tools to make the transition from good to **great for my team and me**. If I have the discipline to carry out 60% of what I have learnt, my customers will feel the difference and our bottom line will grow significantly."

- **Mark Ashburn**  
**Holden Leasing**

"I have been pleased with the logic and simplistic nature of the program. I have learnt that what is a **common sense approach to sales is** along the same lines as to where I have been driving my sales team. It will assist me on being able to better qualify and quantify the strategies for the sales plan and budgeting process."

- **Frank Morgante**  
**Trojan Workforce**

"PACE – Effective Sales Manager was a **good eye opener**, reminder of common sense and inspiration to return to my job armed with valuable new information to do a better job. I will encourage my senior managers to continue the program and to review the results as I am confident that we will have improvements soon if we are applying our learning from PACE."

- **Ulrich Schild**  
**Optus Mobile**

"The course has equipped me with the foundations and tools to assist me and my team in the achievement of higher performance. It was also very effective in identifying the good things that you do and being able to share your experiences with other sales managers was terrific."

- **Scott Sobey**  
**Trojan Workforce**

"I have really enjoyed this program, lots of information, skills etc that I will be able to implement immediately. Even the language that Paul used was adaptable to all areas of business. Some key areas that will stand out for my learning were the planning phases - especially the leverage model. I am **really excited about applying this** to my business and seeing the effect it has. Secondly the planning of the Pipeline into Conversion, I can already identify gaps in my sales plan that can be adjusted to maximize my sales team efficiency. Thank you Paul, I thoroughly enjoyed this."

- **Rebecca Lambert**  
**Sales Manager**  
**Pacific Magazines**

"As a new sales manager, I found this particular course extremely helpful and will wake away a lot of specific actions to follow up with my team. Paul Archer was excellent and the interaction with other companies was very good. **I look forward to Part 2.**"

- **Rod Begley**  
**CP Ships**

"A valuable set of tools that can be applied immediately that are **based on real world experience.**"

- **Toby Hoban**  
**Australian Business Limited**

"I have enjoyed mixing with Sales Managers from varied industries and recognized that sales managements takes discipline and commitment to its people and processes. I will take away the realization of knowing it's important to know what your starting point is before you can implement changes and know how to measure them. **Thoroughly enjoyed** – thank you."

- **Kate Sewell**  
**Optus Mobile**

"The solutions are **very practical, achievable and easy to understand**. Planning is integral to more sales (this is not my usual practice!). This helps me with learning to plan which important in my new role."

- **Susan Nasey**  
**Cumberland Newspaper Group**



**“Very professional and well-structured course.** Key learning include how to better structure the business, get more out of employees and plan ahead to achieve results. This information now needs to be implemented to obtain maximum benefit.”

**- Peter Lech  
J. Boag & Son Brewing Limited**

“The program was an **enlightening experience**, not only from the course content, but from the interaction with sales management teams from other organizations – none of which were even vaguely related to ours. It was interesting to see how common the sale challenges and issues are between widely diverse industries. I would go so far as to say I probably learnt more from this diversification than if we had a sales management course within our own company.

It has a direct and very useful relationship to the sales training PACE has given our sales staff. What we now need to do as a company is not only relate this training to our own situation, but apply the most appropriate methods and techniques to drive the sales process to its maximum potential.

Content of the program, the delivery and the reinforcement of understanding was exceptional, and we are confident the net result of our mutual efforts will significantly benefit our company.”

“The concepts are practical and possible. They **can be utilized in any sales organization.** The leverage and motivation segments were very useful and I will use these tactics with my team. This program has helped me with providing simple yet highly effective tools / information to create better sales results.”

**- Brigitte Guerin  
Pacific Magazines**

“Very well-constructed course; covered key areas needed to be an effective manager in the real world. Paul broke down difficult concepts and **related to my business in a meaningful way.**”

**- Angus Hudson  
J. Boag & Son Brewing Limited**

“This will help with accurate and structured methods for analyzing staff, measuring performances in a consistent manner. Planning for activity and leveraging opportunity – **very helpful.**”

**- Richard Watts  
Cumberland Newspaper  
Group**

“Brilliant; especially as pre-training to a management role promotion. It also highlights what management are looking at in their sales reps. The motivators were very insightful and the leverage model, genius! I know it is not always possible but more attendees in the same market may have helped me understand more how things can be implemented. This course will definitely help me plan, prospect more clients, use CRM system more efficiently. Thank you..”

**- Sam Cunningham  
Sales Manager – Famous Magazine  
Pacific Magazines**



“Excellent, **very practical** – I can take this away and implement. Found it analytical and relevant to my role. The tools will be useful once I get my head around it all! I like having an Action Plan I can put in place.”

**- Janaia Rademaker  
Cumberland Newspaper  
Group**

**“I enjoyed this program** – I learned I was not alone in assuming a sales management role in a small business and I learned that a bit of advice and ‘fine tuning’ was all I really needed. I will be back for another ‘service’ before long! I will totally adopt many of this course’s approach in my management structure.”

**- Bret Venables  
Information Resource  
Development**

“As an emerging NSW Sales Manager, I now have a bible of ideas and tools to implement into my team. **This program is brilliant.**”

**- Jason Popkowski  
Pacific Magazines**

“I am not from a sales background at all. I do not profess to know everything about sales after taking this training but I do know that I will go back into my company and be **better able to make a difference** in the sales team.”

**- Ross Martin**

"The information was easy to understand, it was well presented and the overall concepts were **simple but very realistic**. Without them, there would be no base and without a stable base, the 'sales building' would just fall over."

- **David Roche**  
**SNP Security**

"Stage 1 validated the things that we all do well and **highlighted opportunities for improvement**. The use of Backward Planning will be an invaluable tool to highlight the gap to Budget and the Sales Mapping Process will be used as the tool to overcome any shortfalls. Two days well spent!"

- **Allen Edwards**  
**BOC Ltd**

"As an ex-salesperson who was promoted and basically shown where to sit, I now feel I have **a defined sense of direction**. Having not missed a budget within 4 years, I can only imagine what might be possible applying the skills and tools from the course."

- **Aaron Brown**  
**Sales Manager**  
**Shepparton News**  
**McPherson Newspaper Group**

"This course has opened my eyes to the process and tools available to provide effective management to my team. The **depth of the course is fantastic** and every prospective or newly promoted manager should attend."

- **Paul Blackburn**  
**Pacific Magazines**

"I have learned a lot around 'structure' of the sales team and ways in which I can implement strategies with staff involvements. I **thoroughly enjoyed the sales process map** and will be implementing this ASAP. I also got a better understanding of the way in which 'Cumberland' operates and the jargons /words used. Well done!"

- **Anthony Rimmer**  
**Cumberland Newspaper Group**

"An intense 3 days for Part 1 Training session that kept me focused until the end. **Great strategies** to assist with growing my sales team and in turn, the business. It helped me identify more effective ways to provide feedback on systems that I had implemented to all managers in whatever industry. Thanks Paul."

- **Amanda Vass**  
**Courier Newspapers**

"I really enjoyed this program as it **highlighted some areas for improvement**. My focus now will be on helping the consultants understand their territories and sales (SWOT), communicate better and give them as much support as possible. I look forward to Part 2."

- **Melinda Dunn**  
**Cumberland Newspaper**  
**Group**

"The course was extremely practical and **easily transferred into the day to day sales activities** of my team it provided me with strong foundations to be able to equip and coach my team for greater success."

- **Leisa Vine**  
**Courier Newspapers**

"As a new Sales manager, in a new organization, I found the program **very insightful and very educational** in my development. The concepts and tools I learnt will definitely improve the focus on selling and productivity."

- **Richard Brine**  
**Hapag Lloyd**



"The program has been invaluable in confirming my thoughts and sales management practices and in providing myriad new ideas. It has provided a comprehensive tool kit of sales management processes. I have gained the tools and confidence to implement a wide range of better strategies. For a complete sales management education scope,

**this is an ideal program."**

**- Greg Hamilton  
FCM Travel Solutions**

"Coming from an industry background that perceived the technology of sales man as a negative statement, it was **enlightening** to attend a course that interacted with other businesses that clearly demonstrated that if you have the right mindset, tools and motivation, the 'sales' team are clearly a business unit that can ensure the future growth irrespective of the industry.

I feel keeping an open mind has enabled me to take away some real skills that I can apply to my business that will make myself and the business more successful."

**- Darrin Van Vimmeren  
O'Donnell Griffin**

"This program has been **an extremely valuable aid** for me, giving me tools/ideas to take back to my sales team, to enable them to perform at a more effective level. The concepts are easy to implement and will enable our company to measure efficiency and effectiveness of our sales force. Thank you."

**-John Nehme  
ASICS Oceania**

"The program really took it all back to basics, yet **provided many suggestions and ideas** that evolve the basics into a truly effective measurable plan for sales people to develop."

**- Byron Shaw  
Regional Dealer Manager  
Konica Minolta**

"PACE Australia provided an **excellent training session** on the 'Effective Sales Manager'. Because Paul took the time to understand our business first and look at where and what areas required the training, it made this training more successful for me than others I have attended. Bringing it back to our business, I can see that his training will remind our team how, when and why we approach business the way we do."

**- Sue Tuk  
Regional Manager  
Messenger Newspaper Group Adelaide**

**"A great investment.**

A very practical approach that has helped me think about our business and key result areas and map a path to achieve our goal."

**- Brett McInnes  
Panasonic Australia**



**"Great program.** It has shown me that what I am currently doing is on the right track but I have a lot more to do now to ensure we are building a great business."

**-Darren Jones  
Express Data**

"I found this course to be **specific with clear steps** to all process.

The facilitator (Paul) was great and has a wealth of sales knowledge. I would recommend this course to any manager or potential manager."

**- Scott Hunt  
Motor Category Manager  
Cumberland Newspaper  
Group**

"This program **hit a number of very relevant points**, particularly in the areas of planning and its value in the sales process. Forecasting issues are right on the money."

**-Robert Delford  
PMP Distribution Ltd**

"A thorough program which **will assist greatly** in giving our sales staff the confidence, knowledge, motivation and strategies to grow their customers and customer base."

**- Christine Barker  
PMP Distribution Ltd.**

“The pace of the course was perfect.

The information was presented in a clear and logical format. As someone not yet in sales management, I am keen to work on developing these skills to be a great leader of my team.”

-Andrea Christine  
Express Data

“I have found this program incredibly valuable.

I am walking away today with a host of practical tools that I can start implementing with the team. I believe these tools will make a real difference not just for me in my roles but for the sales team. Looking forward to getting back to the office to start practicing.”

- Claire Mullins  
Pacific Magazines

“I thought the content was exactly what I needed...

...as a relatively inexperienced Sales Manager. Our biggest challenge is sales methodology and process and how we can become more efficient so we cover a wide geographical region with relatively few account managers. I thought the course delivered in these areas, so I got a lot out of it.”

- Dean Adams  
Aqfa Healthcare



“The program has **assisted me in crystallizing my thoughts** on the implementation of a sales and marketing plan for the QLD business. The planning tools will assist me greatly in working with the relatively new business development manager in QLD to create measurables and activities.”

-Greg Skyring  
Norfolk Group

“This course is an invaluable experience for my Senior Account Manager wanting to progress into sales management. The opportunity to be in a room of managers is **a rare but insightful experience**. They share experience and values. Regardless if my Senior Account Manager progresses into a sales management role, the course will remind you of what you are meant to be doing as a sales person.”

-Nicole Hargreaves  
Pacific Magazines

“The program was very thorough and being my first formal training course in the area of sales management, could have been a bit longer. The program is **fun and interactive**. I really enjoyed the group discussions and found that other companies have the same challenges we do. Thank you!”

- Natalie McNally  
Express Data

“I **gained affirmation** that many existing processes, systems and standards are on the right track – confidence building. It exposed me to a range of new and additional concepts, tools and shared experiences that are useful and challenging. With further reflection and assessment, several of these will be adopted to improve team performances, outcomes and management controls along with leadership and development of the team and individuals.”

- Wayne Solomon  
Qenos

## PACE Australia Pty Ltd

Address

PO Box 132 Frenchs Forest NSW 1640 Australia  
PO Box 208 South Melbourne, Vic3205

Telephone

03 6234 7485

Email

info@paceaus.com.au

Website

www.paceaustralia.com.au



**PACE**  
Driving Sales Performance