

Distributor Management

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OVERVIEW

Learn to effectively manage and optimize distributor networks to enhance supply chain efficiency and build strong, profitable distribution partnerships.

PROGRAM OBJECTIVES

- To develop strategies for effective distributor selection and management.
- To enhance relationship-building skills with distributors.
- To utilize performance metrics to monitor and improve distributor performance.

WHAT YOU WILL LEARN

- Techniques for selecting and onboarding new distributors.
- Strategies for managing distributor relationships and resolving conflicts.
- Methods for monitoring and enhancing distributor performance through KPIs.

KEY BENEFITS

- Build stronger, more effective distributor networks.
- Improve supply chain and logistics management.
- Enhance market reach and business growth through optimized distribution.

WHO SHOULD ATTEND

Distribution managers, channel managers, and anyone involved in distributor relations and supply chain management.

PROGRAM FORMAT

Interactive live sessions and self-paced modules spread over five evenings, from 6:00 PM to 9:00 PM.

PROGRAM FEE

PHP 7,500.00 per head

WHO SHOULD ATTEND

Sales managers, key account managers, professionals in client-facing roles.

PROGRAM FORMAT

Interactive live sessions and practical exercises, conducted online from 6:00 PM to 9:00 PM across five evenings.

PROGRAM FEE

PHP 7,500.00 per head

FOR INQUIRIES AND REGISTRATION

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