

# The Best Performing Companies have a Focused and Efficient Sales Enterprise.

*Improve the production of your organization by providing the tools your sales managers need to succeed!*

**University at Buffalo has your answer!**

**SALES LEADERSHIP CERTIFICATE PROGRAM:**

Effective sales management is the cornerstone to any business enterprise. This comprehensive program will increase your effectiveness and maximize the contributions you may make in this role, enabling you to effectively manage and lead a sales organization.

**SALES LEADERSHIP FUNDAMENTALS CERTIFICATE PROGRAM:**

A time shortened introduction to sales management and leadership. The goal of this program is to provide a strong foundation for new managers or a reinforcement for your tenured management team.

**INSTRUCTOR:** Don Hahn, CFCC, CPBA, CPVA, has enjoyed a successful 30 year career in sales and organizational development and now focuses his practice on the Greater Niagara region.

**University at Buffalo  
Millard Fillmore College  
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**For more information or to register for classes visit our website at: <http://www.mfc.buffalo.edu>**

**PROOF**

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