# Empowering Sales Leadership Through Personal Branding Training Course



09 - 13 Nov 2026

Cape town

4600 € (Per Person)

Ref: #SAL5315_261119

## Course Introduction / Overview:

In today's interconnected business world, a powerful personal brand is no longer a luxury for sales leaders and entrepreneurs, it is a necessity for establishing authority, building trust, and driving growth. This course, presented by BIG BEN Training Center, is designed to give participants a clear, actionable roadmap for building a strategic personal brand. We'll move past simple social media tactics to focus on the core principles of brand creation and management, exploring the work of thought leaders like Dr. Tim Ambler, who wrote about marketing and the bottom line. The course uses an integrated approach, covering everything from defining a unique value proposition and developing a strong brand identity to creating content that resonates with your target audience. We'll also cover personal branding for entrepreneurs and the specific challenges of brand storytelling for sales leaders. The program is grounded in the idea that a personal brand is a strategic asset that can increase credibility, attract opportunities, and differentiate you in a crowded market. Participants will learn how to use LinkedIn for professional branding, leverage personal brand for career growth, and build influence that goes beyond just making a sale. This is about building a lasting legacy of trust and expertise that will serve you throughout your professional career.

## Target Audience / This training course is suitable for:

- Sales leaders and executives.
- Entrepreneurs and business owners.
- Sales professionals and account managers.
- Marketing and brand managers.
- Business development specialists.
- Freelancers and consultants.
- Anyone who wants to build a strong professional reputation.

## Target Sectors and Industries:

- Technology and software.
- Financial services and banking.
- Consulting and professional services.
- Real estate and insurance.
- Manufacturing and industrial.
- Government agencies and equivalents.
- E-commerce and retail.
- Healthcare and pharmaceuticals.

## Target Organizations Departments:

- Sales.
- Business development.
- Marketing.
- Human resources.
- Corporate communications.
- Executive leadership.

## Course Offerings:

By the end of this course, the participants will have able to:

- Define and articulate their unique personal brand identity.
- Develop a strategic content plan for professional platforms.
- Build credibility and authority within their industry.
- Use LinkedIn for professional branding and networking.
- Craft a compelling narrative through personal brand storytelling.
- Leverage their brand to attract new business opportunities.
- Understand how to manage their digital footprint effectively.
- Measure the impact of their personal brand on career growth.

## Course Methodology:

This course uses a highly interactive and practical methodology. We'll start with a self-assessment to help each participant define their core values, strengths, and unique value proposition. The program uses a case study approach, examining the successful personal brands of real-world sales leaders and entrepreneurs. Participants will also engage in team-based exercises focused on developing brand messaging and content strategies. The trainers at BIG BEN Training Center will guide participants through a step-by-step process of creating brand narrative, optimizing their LinkedIn profile, and building a content calendar. We'll use live, interactive sessions for Q&A and personalized feedback, ensuring that each participant leaves with an actionable plan. This approach is designed to turn the abstract concept of personal branding into a concrete, manageable process that delivers tangible results, helping participants not only to build a brand, but to use it to achieve their professional goals.

## Course Agenda (Course Units):

### Unit One: Foundations of Personal Branding for Sales

- Defining what a personal brand is and why it matters for sales leaders.
- Identifying your core values, expertise, and target audience.
- Articulating your unique value proposition.
- The difference between reputation and a strategic brand.
- The role of trust and credibility in personal brand development.
- Building a strong foundation before you start building.
- Auditing your current digital footprint and online presence.

### Unit Two: Crafting Your Brand Identity and Story

- Developing a compelling personal brand identity.
- The art and science of personal brand storytelling.
- Creating a consistent brand voice and message.
- Building your professional biography and bio.
- Using visuals and imagery to reinforce your brand identity.
- Aligning your personal brand with your company's brand.
- Writing a compelling brand narrative.

## Unit Three: Leveraging LinkedIn and Digital Platforms

- Optimizing your LinkedIn profile for maximum visibility.
- Creating and curating content that attracts your audience.
- Engaging with your network and building a professional community.
- Using LinkedIn articles and posts to demonstrate expertise.
- The power of video and multimedia content for branding.
- Best practices for personal branding on social media.
- Building a thought leadership platform.

## Unit Four: Content Strategy and Influence Building

- Developing a strategic content plan for personal branding.
- Identifying key topics and themes that resonate with your audience.
- Creating a content calendar that is sustainable.
- Using evergreen content to build long-term authority.
- Building a community and nurturing relationships with your followers.
- How to use your brand to generate new business leads.
- Collaborating with other leaders to expand your reach.

## Unit Five: Managing and Growing Your Brand

- The importance of consistency in personal branding.
- Handling negative feedback and criticism professionally.
- Measuring the impact of your personal brand on your career.
- Maintaining your brand in a changing professional landscape.
- Using your brand to build a lasting professional legacy.
- The future of personal branding for sales leaders.
- Developing a long-term personal branding strategy.

# FAQ:

## Qualifications required for registering to this course?

There are no requirements.

## How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

# Something to think about:

In an era where authenticity is highly valued, how can a sales professional build a personal brand that is both strategically crafted and genuinely reflective of their true self, without appearing manufactured or inauthentic?

# What unique qualities does this course offer compared to other courses?

This training course is unique because it treats personal branding as a strategic business discipline, not just a set of social media tips. It is designed specifically for sales leaders and entrepreneurs who need to build a brand that not only looks good but also drives measurable business results. The program moves beyond surface-level advice to focus on core concepts like brand storytelling, unique value proposition, and building credibility. It provides a structured framework for building a lasting professional legacy that can attract opportunities and establish thought leadership. Instead of just focusing on tools, this course teaches the "why" and the "how" behind a successful brand, giving participants the confidence to stand out in their industry. The methodology is practical and hands-on, ensuring that every participant leaves with a clear plan for developing a strong digital footprint and using it to grow their career and their business.