
advanced Sales Skills

PROGRAM OVERVIEW:

Business from existing customers is the easiest way to exceed your sales goals. Well-trained salespeople know the art of this. Your team need to change their ways of thinking, to include the customer in the journey, they need to adapt to their customers' needs.

KEY LEARNING OUTCOME:

Participants will be confident to take their sales interactions to a new level. They will work with a Key Focus Account to practice new skills and tools for a real life situation.

WHO SHOULD ATTEND?

- Proactive Salespeople

DURATION:

- 3 days

VENUE REQUIREMENTS:

- Face to face, maximum of 12 people

POST PROGRAM FOLLOW UP:

- 1 hour webinar 3 weeks after the program

PROGRAM PREREQUISITES:

Pre-work will be given to participants to learn about their customer before coming to the training

INCLUDED MODULES:

- Driving Principles of Selling
- Sales Skills 101
- Sales Call Process
 - Explore Needs and Purpose
 - Exploring Options
 - Presenting Solutions
 - Gaining Commitment
 - Handling Objections
- Role-Plays to practice key skills learned

