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# sales skills for New Salespeople

## **PROGRAM OVERVIEW:**

We've always believed, everyone is a sales person. Everyone within the company, in one way or another, contribute to the selling and buying process. In this course, we aim to guide your team to help in exceeding your sales goals and how to position themselves in your sales process.

## **KEY LEARNING OUTCOME:**

Participants will be confident in all aspects of a Sales Call Process from opening a sales call, to closing and everything in between. They will work with a Key Focus Account to practice new skills and tools for a real life situation.

## **WHO SHOULD ATTEND?**

- Personnel who are new to the sales profession who haven't been formally trained in sales skills previously.

## **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:**

- Understanding the Sales Call Process
- Essential Sales Skills
- Questioning Skills
- Selling Options
- Providing Solutions
- Handling Objections
- Asking for the business
- Role-Plays to practice key skills learned

