



Effective Selling

Become the ACE at sales

Learning with a difference...

Benefits

- Improve the number of sales you make
- Sell successfully to various types of customer
- Understand the impact that your attitude and approach can have when selling
- Get a toolbox of sales tips and techniques you will be able to use and apply immediately

Course content

- The basics: knowing your product, your customers and their needs; prospecting for those all-important leads
- Effective face-to-face sales: how to create the right impression of yourself and your product
- Making sales calls work
- Cold-calling on the phone and in person; making sure you have the right attitude; achieving your objectives with presentations; using the language for effective phone techniques and achieving results with your time
- The sales process from start to close
- Managing existing customers to get the most from them
- Avoiding Sales Mistakes

Overview

You want to improve your sales performance, improve your commission and impress your manager and colleagues.

This Effective Selling course gives you the tools to change the way you sell, to improve the way you handle customers and the requests they make, and to increase the number of closes that you achieve.

Once you have attended the Effective Selling course you will know what steps you can take to boost your sales performance and improve your productivity.

Duration

3 days
9:00 - 5:30

Refreshments are provided on arrival, mid morning and mid afternoon. A buffet style lunch is also provided.

Book Now

Call our Sales team on
01295 253253

Experience our tried and tested training methods; have fun while you learn and most importantly - apply what you have learnt in the workplace with free support service after you have completed your training!

Other courses we offer

- Presentation Skills
- Customer Care
- Telephone Skills
- Managing People Effectively

What our customers say about our courses

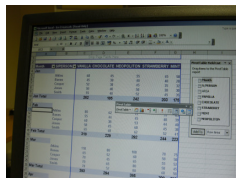
"I'm looking forward to developing my techniques to achieve what I want!"

"Very knowledgeable training and an abundance of patience"

"Fantastic course, thank you so much"



People Productivity &
Specialist IT Training



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