

Certificate of Attendance in Sales – Selling Smarter

Course Information Sheet

This one-day workshop will help you teach participants how to be one of those smart sales professionals.

Specific learning objectives include:

- Explain and apply concepts of customer focused selling.
- Apply success techniques to get the most out of your work.
- Understand productivity techniques to maximize your use of time.
- Identify ways to find new clients and network effectively.

Programme Benefits:

On completion of the workshop, learners will be able to:

- Understand the wonderful paradox: helping other people get what they want gives us more of what we want.
- Use goal-setting techniques as a way to focus on what you want to accomplish and develop strategies for getting there.
- Recognize the difference between features and benefits of products and services, and develop a plan for increasing product knowledge.
- Identify the most critical elements of telephone sales and customer service
- Understand the power of your behaviour for more successful sales and customer service.
- Develop communication skills to better share information and to better listen to the customer

How we do it

The processes are customized and include a combination of classroom and practical activities.

About the Programme

- Duration: 1 Day
- (group onsite rates available on request)
- Training in house or on campus

Certification

Upon successful completion of the programme, learners will receive A **Certificate of Attendance in Sales – Selling Smarter.**

Start Dates

As per schedule or client request