

Essential Sales Workshop – 1 Day

Having a sound knowledge in the skills and qualities needed to turn an opportunity into a sales is the starting point for anyone moving into or starting out in Sales.

Workshop Aim:

This one day workshop aim is to arm you with effective skills and techniques required by a successful salesperson working in a competitive business environment.

What you will take away from the Workshop:

- Understand the importance of planning any contact with customers.
- Prepare for delivery of a sales presentation.
- Identify features and benefits.
- Handle any objections.
- Close the sale

Workshop Content:

- Creating the Right Impression
- Identifying Customer Needs
- Body Language
- Making an Effective Presentation
- Dealing With Difficult Questions
- Handling Price Objections
- Reacting to Buying Signals
- Gaining Commitment
- Effective Closing
- Managing Your Time More Effectively

Pre-course Activity

To gain the maximum benefit from the course, you will be sent an activity to complete which asks you to consider your experiences of sales. This will help you set the context of the course and will be used in the training as part of the course activities.



For information and support

Meridian House
Winsford Ind Est
Winsford
Cheshire
CW7 3QG

0845 600 6990

info@rareit.com
www.rareit.com