

Course Outline - Professional Selling Skills

Who should attend:

Newly appointed sales people and those with some experience who are in need of a fresh approach.

Benefits:

- Increase sales levels
- Secure more appointments
- Use effective questioning technique
- Become more effective at closing the sale

Course Overview:

- Understanding the importance of the sales person
- Setting clear objectives
- Prospecting
- Understanding the decision making process
- Develop effective communication skills
- Overcoming Objections
- Closing Skills
- Action Plan

Course Duration:

1 Day or bespoke evening weekend sessions to suit your business needs

Background of Trainer

Qualified sales and management trainer within Blue Chip companies. Proven Sales Management Experience. Over 20 years experience in Sales & Management training. Wide area of expertise in course development, delivery and evaluation.

If you would like to know more about any of the topics please contact Marie on 01689 877117 or marie@refine-it.co.uk