

Habilidades Comerciales

Sales Advantage

Presencial

This course begins by focusing on those critical moments leading up to the sale. You will examine the manner in which you communicate with your customers, how you present yourself, and how you relate to the client's specific needs. Each module of the course is interwoven with Dale Carnegie Training's proven principles of success.

Lo que aprenderás

You'll learn to build credibility and rapport with your customers, to generate interest in your ideas, and to provide solutions that best fit your customer's needs. Discover that a successful sales cycle requires planning and investigate planning techniques that work. You'll observe ways to show commitment to your clients and receive commitment from them in return.

Por qué lo deseas aprender

Sales Advantage is the only course that gives you the critical skills necessary for making the sale. It teaches you the fundamentals, from your first encounter with your customer, to asking for the business. And it provides you with a logical process that, when followed, gives you the confidence that you need to close the deal!

Cómo te ayudará

This is a course that will enable you to understand the sales process in its entirety. Applying a logical and proven process helps salespeople identify and achieve their goals, giving them, well, the sales advantage. This seminar doesn't just improve your sales; it turns you into a sales leader.