

Vendita

Sales Booster

In aula

Applying a logical, repeatable and proven sales process helps salespeople know where they are going and how to plan for success. Sales people need to be able to follow a repeatable pattern to build rapport, generate interest, present customized solutions, overcome objections, create urgency, and ask for commitments.

Che cosa imparerai

At the completion of this course, you will be able to: Present alternative solutions to build win-win outcomes. Communicate added value to create a competitive advantage. Align solutions with the actions and agendas of the other party.

Perché vuoi impararlo

The vast majority of salespeople out there are doing it tough, because they have had no training. They don't know, what they don't know! Sales training is needed for the experienced salesperson, looking to further grow in their profession and for those new to sales, wondering how to make a success of this career path.

In che modo ti aiuterà

Salespeople should never imagine that technical knowledge or product knowledge is a substitute for professionalism in sales. Salespeople concentrating solely on "hard skills" will fail. Of course technical knowledge is required but importantly, soft skills are the key to getting the client's agreement to do business.