

Vendita

# Sales Power

In aula

This course is a comprehensive two-day programme totally based on global best practice.

## **Che cosa imparerai**

The course curriculum is comprehensive. At the end of the training the participants will: Demonstrate self-confidence needed to overcome the challenges of selling. Communicate value and sell from a buyer's point of view. Master a consultative selling process to accelerate the sales cycle. Strengthen relationships by building credibility and client loyalty. Develop a positive attitude to generate predictable sales results.

## **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**

Our experience with the mastery of human relations skills really provides power to the human equation in sales. Dale Carnegie is the originator of the science of improving human relations and brings this critical skill to bear for salespeople.