

Vendas

Workshop: Driving Sales with Trust Based Relationships

Presencial

In today's highly competitive market place it is not always possible or smart to be the lowest bidder.

O que você vai aprender

Participants will: • Review the latest research that supports the benefits of trust based selling. • Assess the elements to building a sales culture that generates revenue and drives sales. • Experience a paradigm shift on how to deliver customer value that increases loyalty.

Por que você quer aprender

Set yourself apart from your competitors by understanding how creating REAL value leads to trust.

Como isso vai ajudar você

Create a course of action that will help lead you and your sales team to better results by determining if the sales culture, mindset and approach needs to be changed within your organization.