
SALES SPEARHEADS

What every individual should know about spearheading sales to maximize the company turnover which is most essentially a career booster for all in Sales.

Program Overview:

Being in the sales field can be rewarding or punishing... it depends the way an individual has developed his/her outlook towards sales field. The profession of sales has proven to be one of the most rewarding in terms of bonuses and incentives compared to any other field. However, these perks may not come in easily if not tactfully handled. Lack of proper communication, improper listening skills and objection handling skills will slow down and de-motivate you in this profession. The Sales Spearhead programme is designed keeping these objectives in mind. Boosting and spearheading Sales skills will be an efficient force multiplier for any organization.

Who should attend?

This workshop is designed for all those aspiring for a career or already employed in Sales from Junior to a Senior Sales Executive.

How will this benefit you and your organization?

Participants are trained for maximizing output by utilizing their innate skills. Apart from this, training covers newer approaches to sales right from opening a deal to closing and the ever important post dealing aspects to maintaining a steady relationship with clients.

What topics are covered?

SPEARHEADING YOUR SALES

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| <ul style="list-style-type: none">• Sales Presentation• Effective Communication & Body Language• Identifying your customer impressive• Building Client Relationships• Objections & Negotiations |
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Register for Training