PROFESSIONAL DEVELOPMENT TRAINING

Sales Training - Online Instructor-led 3hours

5808 8521

REQUEST QUOTE

0.5 DAY COURSE

A company's sales force is the frontline for revenue generation and growth, so it's imperative that your sales team is effective, efficient and has the key skills to find and close sales opportunities, no matter what industry you're in.

The PD Training Sales Training course provides you, or your team, with the skills to increase their sales by asking better questions, gaining loyal repeat customers, understanding common body language, overcoming common sales objections, finding referral opportunities and growing the business with professionalism and enthusiasm and more.

This is a practical class that is suitable for all audiences and provides people with the tools that they can apply on-the-job (and in other contexts) the very next day.

This is an instructor-led class that you can attend from home or your office.

The virtual classroom uses an advanced version of Zoom called 'Zoom for Webinars' that includes enhanced collaboration features such as One-click content sharing, real-time co-annotation (people can work together in activity files), and digital whiteboarding, and we use tools such as live polls, private group chats and participants can 'raise their hand' so you *virtually* have the same collaborative classroom based learning experience.

These courses are facilitated in English and are open to people from different industries across Australia, New Zealand, Singapore, Malaysia and Hong Kong - this is a short but powerful learning experience that gives you global collaboration opportunities.

****Please note, these classes run to a very tight schedule, please follow the invitation and join the class 10-minutes prior to commencement so you are ready to participate and don't miss a minute!**

Be ready - check your device is ready to go by use this test link.

What You'll Gain:

Today's marketplace is highly competitive and every organisation is looking to gain a larger share of the market. In an economy where the customer is king, how do your sales representatives pitch the features and benefits of the products/services they sell?

Providing sales training plays an important role in helping sales representatives practice and improve their ability to close a deal. This Sales Training Course helps sharpen the skills of

even experienced sales representatives, enabling them to take advantage of sales opportunities and aggressively expand the business.

By asking better questions, identifying and overcoming objections, understanding the needs of the client and presenting the most appropriate solution, sales people can learn to become sales professionals.

Outcomes

After completing this course participants will have learned to:

- Know how to generate leads, qualify them and convert them into sales
- Know how to build rapport and transition out of it
- Use the right questions to discover needs
- Know how to earn trust through listening
- Know how to respond to and overcome objections

Modules

Lesson 1: Prospecting

- Turning Leads into Sales
- BANT - Qualifying Leads
- Keys to Successful Prospecting
- Your Prospecting Success
- Reflection

Lesson 2: Building Rapport

- The Rapport Transition
- Establishing Personal Rapport
- Your Ability to Build Rapport
- Reflection

Lesson 3: Discovering Needs

- Asking the Right Questions
- Earning Trust Through Listening
- Your Ability to Discover Needs
- Reflection

Lesson 4: Overcoming Objections

- Does Objection = Rejection?
- Types of Objections
- 4 Steps to Responding to Objections
- Your Ability to Handle Objections
- Reflection

Talk to our expert team

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