



Essential Tools for Sales Success

Overview and aims of the session

This 2 day workshop series is based around the simple fundamentals of the sales process. We will show your sales teams how to pitch more successfully. We will take your current sales process and improve the results. Dramatic results usually occur after this session.

Course Content

- Goal planning, objectives and strategies
- Personality profiles and how to sell to each one
- Effective questioning techniques and closing
- Managing time profitably and managing results effectively
- Dealing with price and value based objections

Who will benefit from attending?

Field Sales Representatives
Sales Managers
Account Managers
Experienced Sales People

Please call **01606 75740** to discuss your requirements, or for any further information regarding venue, availability and pricing for this or any other achieve consulting workshops.

Objectives of the Session

To provide a structure to the sales process so your salespeople can sell in a relaxed, warm manner that will truly stand out in the minds your new and existing customers. Delegates who attend the workshop will discover:

- How to gain customers trust and confidence without "showing off"
- How to maximise average sale value
- secrets used daily by some of the UK's top salespeople
- Generating referrals from new and existing customers

Course duration

The course is structured for two days with a 4 week period to enable practice and implementation of ideas. Due to delegate participation the maximum number is 12

Sales training courses purchased from Achieve Consulting start with a blank canvas. We create a course that is tailored to your industry and your methods of selling. Our experienced trainers will deliver a fresh, interesting and engaging session.

The logo banner consists of a horizontal rectangle divided into two color sections: orange on the left and dark grey on the right. The text 'achieveconsulting' is written in a white, lowercase, sans-serif font across the top of the banner. Below it, the tagline 'selling more by saying less.com' is written in the same font and color, spanning across both the orange and grey sections.

achieveconsulting
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