



Introduction to Sales

Overview and aims of the session

The workshop is focussed around essential selling skills such as excellent communication skills, questioning techniques, effective listening and most importantly a proven sales process. This will provide delegates, who may be new to selling, with the tools and confidence to engage with customers in a positive and productive manner.

Course Content

- The sales process and the elements that make for a successful sale
- Effective questioning techniques
- Building rapport and good relationships
- Managing time profitably
- Making your own personalised effective sales pitch.

Who will benefit from attending?

Field Sales Representatives
Account Managers
Customer Services Representatives
Anyone who needs to engage face to face with a customers

Please call **01606 75740** to discuss your requirements, or for any further information regarding 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 deal with customers objections and closing
- How to maximise average sale value
- secrets used daily by some of the UK's top salespeople
- How to turn their sales technique from just giving information to providing winning solutions

Course duration

The course is structured for a full day and should start at 9:30 to allow for introductions and registration. 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.

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selling more by saying less.com

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