



# VITAL SELLING SKILL

ONE DAY TRAINING COURSE

## COURSE OVERVIEW

Great and successful salespeople do not just focus on selling – they have a genuine interest in helping customers get what they want and need. Vital selling skills are what differentiate the average salesperson from one who can rise above the competition. In this workshop, the salespeople will walk through the sales process, practice sales skills to gain confidence and professionalism for increasing sales productivity and performance.

## COURSE OVERVIEW

Are your salespersons projecting as professional advisors addressing to the needs of the prospective customers when selling? Have they practiced effective sales skills/strategies and navigated through sales process that matched customer needs and closed more sales?

Do they know how to create rapport and adapt their communication styles to gain desires of customers for positive engagement.

ONE DAY | 0900 - 1700 HRS

USD 1,400.0 / SESSION

15 PARTICIPANTS

## COURSE CONTENT

- Impact of positive sales mindset
- Understand the role of a salesperson
- Consultative sales approach
- Characteristics of a star salesperson
- Identify & map the buying motivation
- Learn the steps of sales cycle:  
prospecting, presenting, closing, followup
- Demonstrate your product and services
- Practice specific questioning techniques
- Develop professional manner to handle customer objections smoothly

## WHO SHOULD ATTEND

Sales executives or newly appointed salesperson who wants to master the art of fundamental selling skills.