

ADVANCED SALES DEVELOPMENT

1-DAY WORKSHOP

For bookings or enquiries contact:



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www.progresspeople.co.nz

ABOUT OUR WORKSHOP

Advanced Sales Skills is designed for the experienced sales professional working at an Account Management/Commercial level. It provides attendees with more advanced sales techniques and disciplines and will challenge attitudes, change behaviors and further focus the learner on a higher level of commercial sales excellence. This workshop continues to develop the fundamental disciplines the GUEST sales process. We look at personality preferences, territory management (including call cycles and call objectives), the role of prospecting for new business and ensuring an ethical bias in all aspects of the sales process.

Investment \$795 + GST

WORKSHOP OVERVIEW

- A fresh look at the art of negotiation
- Selling as a long term career – what it takes to be (and remain) number one in the market
- Bringing clarity, focus and absolute determination to achieving call objectives
- Planning, prioritising and fully committing to daily, weekly and monthly sales targets
- Prospecting for new business with purpose and discipline
- Confidently and competently handling hesitant and difficult customers
- Demonstrating value over price at every opportunity
- Role modelling sales excellence