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Advanced Sales Skills

Workshop:	Advanced Sales Skills
Duration:	1-Day
Investment:	\$795 + GST
Enquiries:	info@progresspeople.co.nz

Workshop Overview

Advanced Sales Skills is designed for the experienced sales professional working at an Account Management/Commercial level. This training program delivers advanced sales techniques and principles to participants, challenging their perspectives, prompting shifts in their behaviour and honing their focus towards attaining a higher standard of commercial sales proficiency.

This workshop continues to develop the fundamental disciplines of the G.U.E.S.T. 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.

Learning objectives:

- Gain a new perspective on the art of negotiation
- Achieving long-term success in sales - what it truly entails to become and maintain the top position in the market
- Enhancing clarity, focus, and determination to meet call objectives
- Strategizing, prioritising and committing to meeting daily, weekly and monthly sales targets
- Conducting targeted and disciplined prospecting for new business
- Confidently and skilfully handling hesitant and challenging customers
- Consistently demonstrating the value of your products or services over their price
- Exemplifying sales excellence as a role model for others in the field