

PRACTICAL SELLING SKILLS



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COURSE DURATION: 1 Day

COURSE AIMS:

This course has been developed for sales people and team members that are required to sell as part of their role. It has been designed to provide participants with practical techniques to help develop their selling skills.

COURSE OBJECTIVES:

On completion of this course, participants will be able to:

- Understand what makes an excellent salesperson
- Establish and follow personal goals for success in sales
- Use practical sales skills to increase their selling potential
- Apply these practical skills to their sales role

COURSE BENEFITS:

The techniques taught in this course will enable the participants to develop their selling skills, sell more effectively and therefore generate more sales.

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COURSE OUTLINE:

- The 80:20 Rule
- The perfect sales person
- Goal setting
- Building trust
- Asking the right questions
- Engaging the customer
- Being specific
- Making your customer smarter
- Maximising your efficiency
- Catch yourself doing it right
- Know your product
- Develop a competitive advantage
- Handle objections
- Ask for business
- Follow up after the sale

For more information, or to book one of our courses please contact us:

Email: info@coetrainingconsultants.com

Tel: 0800 689 4785



Accredited Training
Course Materials

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