PROFESSIONAL DEVELOPMENT TRAINING

Pitch Proposal and Presentation Sales Training

1300 121 400

REQUEST QUOTE

1.0 DAY COURSE

Creating and presenting professional proposals requires skills such as strategic thinking, thorough competitive analysis, technical research and writing skills, document and presentation software formatting and organising and editing. Additional skills would include public speaking and facilitation.

Writing and presenting a winning proposal is both an art form and a craft that you can learn and improve with training and practice. Delivering both well helps the client better understand your proposed solution and assists you in closing the deal.

The PD Training Pitch Proposal and Presentation Sales Training Course provides comprehensive training in each step of the preparation and development of a proposal, and associated presentation method, to help you achieve mastery in writing and delivering your next professional sales proposal.

This dynamic training course is available now throughout Australia, including Brisbane, Sydney, Melbourne, Adelaide, Canberra,and Perth.

Contact us today for a group quote.

What You'll Gain:

During this training course, participants receive training in identifying the key elements of a quality sales proposal, writing a winning proposal, perfecting the first impression, gaining confidence when giving presentations and developing a professional approach to pitching and selling your products or services.

Our Pitch Proposal and Presentation Sales Training Course is the fastest way to develop skills in creating and presenting the perfect sales pitch that gives you the desired results every time.

Outcomes

After completing this course, participants will have learned to:

- Identify the key elements of a quality proposal
- Plan a proposal
- Write a brilliant proposal
- Understand and use various proposal formats
- Get organised
- Use persuasive language
- Edit proposals effectively
- Feel more comfortable and professional in face-to-face presentations
- Perfect your first impression with dress and handshake
- Understand the elements of a successful presentation
- Be professional throughout
- Conduct preparations and evaluations
- Handle various kinds of sales presentations

Modules

Lesson 1: Getting Started
- Icebreaker
- Workshop Objectives

Lesson 2: Getting Down to Business
- Business Writing Basics
- Types of Proposals

Lesson 3: Writing Your Proposal
- Getting Organised
- Drafting a Proposal

Lesson 4: Getting Thoughts on Paper
- Planning Your Proposal
- Exercise

Lesson 5: Basic Proposal Formats
- Choosing a Format
- Direct Approach
- Indirect Approach
- Choosing an Approach

Lesson 6: Expert Editing Tips
- Editing Tips
- The Fog Index

Lesson 7: The Handshake
- Cultivating a Professional Handshake
- Tips for Success

Lesson 8: Getting Ready for Your Presentation
- Preparation Tips
- Persuasive Language

Lesson 9: Elements of a Successful Presentation
- You Count Too!
- Positives & Negatives

Lesson 10: Dressing Appropriately
- Impressions Count!
- Dressing to Impress
- Managing Scent

- Creating a Professional Package

Lesson 11: Presentations

- Preparation
- Evaluations

Lesson 12: Wrapping Up

- Words from the Wise

Talk to our expert team

Phone: 1300 121 400

Email: enquiries@pdtraining.com.au