PROFESSIONAL DEVELOPMENT TRAINING

1300 121 400

REQUEST QUOTE

0.5 DAY COURSE

Sales Training - 3hours

A company's sales force is the frontline for revenue generation and growth, so it's imperative that your sales team is effective, efficient and has the key skills to find and close sales opportunities, no matter what industry you're in.

The PD Training Sales Training course provides you, or your team, with the skills to increase their sales by asking better questions, gaining loyal repeat customers, understanding common body language, overcoming common sales objections, finding referral opportunities and growing the business with professionalism and enthusiasm and more.

This is a practical class that is suitable for all audiences and provides people with the tools that they can apply on-the-job (and in other contexts) the very next day.

This is an instructor-led class that you can attend from home or your office.

We use secure Video Conferencing with interactive features such as live polling, screen sharing, whiteboards, live chat and breakout sessions. Please discuss your preferred platform, most commonly we use Microsoft Teams, Skype for Business, Webex or Zoom upon request.

These courses are facilitated in English, and are open to people from different industries in all countries especially across Australia, New Zealand, Singapore, Malaysia, Hong Kong and Papua New Guinea - this is a short but powerful learning experience that gives you global collaboration opportunities.

Our trainers and processes have been refined to give you a personalised learning experience where it is specifically targeted to your needs see our outcomes in the reviews.

****Please note, these classes run to a very tight schedule, please follow the invitation and join the class 10-minutes prior to commencement so you are ready to participate and don't miss a minute!**

What You'll Gain:

Today's marketplace is highly competitive and every organisation is looking to gain a larger share of the market. In an economy where the customer is king, how do your sales representatives pitch the features and benefits of the products/services they sell?

Providing sales training plays an important role in helping sales representatives practice and improve their ability to close a deal. This Sales Training Course helps sharpen the skills of even experienced sales representatives, enabling them to take advantage of sales opportunities and aggressively expand the business.

By asking better questions, identifying and overcoming objections, understanding the needs of the client and presenting the most appropriate solution, sales people can learn to become sales professionals.

Outcomes

After completing this course participants will have learned to:

- Know how to generate leads, qualify them and convert them into sales
- Know how to build rapport and transition out of it
- Use the right questions to discover needs
- Know how to earn trust through listening
- Know how to respond to and overcome objections

Modules

Lesson 1: Prospecting

- Turning Leads into Sales
- BANT - Qualifying Leads
- Keys to Successful Prospecting
- Your Prospecting Success
- Reflection

Lesson 2: Building Rapport

- The Rapport Transition
- Establishing Personal Rapport
- Your Ability to Build Rapport
- Reflection

Lesson 3: Discovering Needs

- Asking the Right Questions
- Earning Trust Through Listening
- Your Ability to Discover Needs
- Reflection

Lesson 4: Overcoming Objections

- Does Objection = Rejection?
- Types of Objections
- 4 Steps to Responding to Objections
- Your Ability to Handle Objections
- Reflection

Talk to our expert team

Phone: 1300 121 400

Email: enquiries@pdtraining.com.au