

Sales Techniques - Face to Face

ClearCut
IT TRAINING

Duration: 1 day

Overview: This course focuses on a dynamic sales process to provide your team with a more structured sales approach. This will enable them to develop a more confident mindset when dealing with client objections and a stronger desire to succeed in sales.

Topics

Powerful Face to Face Selling Process

- Identify 'goldmine techniques' to quickly qualify your leads
- Discover the power of YOU in the in the sales process
- Identify why and how to listen to your customers' needs
- Build rapport & trust through effective questioning
- Understand & handle customer objections
- Match your product and service to your customer's needs

Maximise Your Sales Opportunities

- How to demonstrate value in your product or service
- Capture the customers interest and create a wow factor
- Gain influencing techniques to help you win more business
- Communicating your unique selling points
- Cross-sell & up-sell to maximise your sales opportunity

Closing the Sale to Win More Business

- Learn techniques to confidently ask for the business
- Identify powerful closing techniques to win more business
- How to make 'the close' the easiest part of the sale