

Open Sales Training Course

Our open courses teach how to develop a sales opportunity from initial contact to successful close. The course lasts two days and includes twelve training modules.

Timetable and Details

Day One: Planning, Questioning and Presenting

- *Time and Territory Management/Pre Sale Planning*
- *Effective Cold Calling/ Appointment Setting using the Phone*
- *Introductions/ Positive Body Language*
- *Questioning Technique/ Fact-Finding*
- *Needs Analysis*
- *Presentations*

Day Two: Selling, Objections and Closing

- *Creating a Customer Specific Sales Pitch*
- *Handling Objections*
- *Closing the Sale*
- *Consolidating/ Getting Referrals/ Future Sales*
- *Dealing with Targets*
- *Pipeline Management*

Training Methods

Presentations, Practical Exercises, Role-Plays, Q+A sessions, Discussions

Additional Info

- Each day starts at 9am and finishes at 5am and includes lunch and tea/coffee.
- Sales Managers are provided with a SWOT analysis as a feedback.
- Spaces are limited to ten people per course.

Cost

500 euros per person