



Acumen Sales Training

SHARPENING SKILLS • SAVING TIME

INTRODUCTION TO SALES PROSPECTUS

OVERVIEW

We understand that sales jargon can change constantly. The Introduction to Sales Workshop is designed to introduce or refresh skills with a proven sales structure. This course is endorsed by the Institute of Leadership Management (ILM) and is designed and delivered as an interactive workshop. Our aim is to empower people with the confidence and skill to adapt their learning to any sales role, to help mindset and ultimately performance.

WHO IS IT FOR

- ⌚ Anyone New to Sales
- ⌚ If you want to refresh your sales skills.
- ⌚ If you want to win a sales position.
- ⌚ To improve your results
- ⌚ To increase your drive and enthusiasm

OUTCOME – YOU WILL KNOW

- ⌚ How to set a meeting agenda and control the call
- ⌚ How to ask the right questions
- ⌚ How to sell to need
- ⌚ How to make a recommendation
- ⌚ How to use different Closing techniques
- ⌚ How to handle objections
- ⌚ The ‘How’ and ‘Why’ of the Sales Structure

WORKSHOP OUTLINE – 1 DAY

Our Out Bound Workshops are held in modern conferencing facilities. Your trainer is there to coach you in learning and practice modules. All training is interactive and full support is provided during and post workshop. Stationary and learning materials are included:

Workbook
CD Collateral
ILM Development Certificate
Lunch and refreshments
On-line support and newsletter

For further details call:
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