



Acumen Sales Training

SHARPENING SKILLS • SAVING TIME

TELESALES PROSPECTUS

OVERVIEW

We understand that telesales is often the best approach for many businesses. It requires the same considerations in structure and delivery as a face to face sales call. This workshop applies many principles that will steer the customer to a yes decision using clear signposting and listening skills. 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 employees with the confidence and skill to adapt the learning to their role. By composing their own script and a need find document that they can see the value in 'how' and 'why' to use it.

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

- ⌚ Interest Arousers – Listening skills
- ⌚ 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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