



Course Outline

Advanced Selling Skills – Challenger

Course Number: IFST181205

Course Length: 2 days

This Programme Is Suitable For:

Field sales people
Business to business sales people
Client relationship managers
Account managers
Business development managers
Commercial managers
Experienced sales people looking for a different perspective

Description

A structured sales process for your team to increase business opportunities and grow sales. This brings a new face to selling and completely changes the way we have all been told to sell. The customers are given a new insight into the role of an adviser and not the traditional “sales person”. It is designed to give your experienced advisers a fresh look at selling and add to their existing skills, whilst increasing sales and profitability for your company.

Course Content

- Positive Mindset
- How to develop a “World Class” sales team
- The “Challenger” sale
- Social Styles
- Interpersonal skills
- Objection handling
- Telephone prospecting
- Time Management

Delegate rate: £299 Exc. VAT (minimum of 4 delegates)