

Essential Sales Toolkit

A one day course, 9:30am to 4:30pm



Related Courses

- Introduction to Management
- Essential Sales Management Toolkit
- Performance Management & Coaching
- Managing Media Relationships
- Business Writing Skills

If you are interested in a bespoke version of this course, or a combination of any of our other courses, please contact us to discuss your requirements.

For other courses and dates, please visit us at www.tmcstraining.co.uk



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Introduction

Sales results are core to our individual success and our business' success. So it is strange how little time is spent really honing our sales skills. Often training and skill development is limited to new products or legislation.

This event looks at all the things you should have in your sales "toolkit". Using proven techniques, top tips and looking at mindset and behaviour that make a difference.

You might know your product, but do you understand yourself?

Who Should Attend?

Those whose role it is to produce sales results for themselves, or their organisation. Those who have the determination, motivation and desire to continually improve their performance.

Benefits

This workshop will help participants:

- Identify a clear sales process;
- See some proven sales techniques in action;
- Have the opportunity to practice new sales techniques and ideas;
- Take a giant step in smashing their sales targets.

Course Content

Participants will examine the following:

- Some exciting sales models and techniques;
- See sales models and techniques **in action!**
- Practice in short but effective sessions, techniques to see a dramatic improvement in their results.