

Course Specifications

Mode of Study : Offline

Location : Lagos

Duration : 2 Day(s)

Course Summary

This highly participative learner focused sales training course will boost the skills and confidence of your sales teams and turn your competent sales people into focused, high performers delivering exceptional results. What does the training Pack contain? Certificate of completion. Sales Training materials Training Manuals Students Workbook and Project Templates Real-life application and understanding Certified and Experienced trainers Conducive learning environment (AC and Parking space) Available Locations Lagos Mainland & Island

Weekday: 17th and 18th December 2018
Weekend: 22nd - 23rd December 2018

Mainland Venue- 27 Moronfolu Street close to Unilag Akoka, Yaba, Lagos
Island Venue: 7, Brook Street, by freedom Park, Behind Holy Cross Cathedral, Lagos

Abuja: **Weekday:** 17th and 18th December 2018
Weekend: 22nd - 23rd December 2018

Venue - House 67 Block 1A Kano street Area 1, Garki Abuja FCT. After Shehu Shagari Mosque-----Port-Harcourt

:Weekday: 17th and 18th December 2018
Weekend: 22nd - 23rd December 2018

Venue - 21 Oil field Guest house close, off school road, by MTN junction Elelenwo, Port Harcourt N.B: NO REFUND (Terms and Conditions Apply)

Course Outline

Lesson 1: Defining the Sales Process

Common Sales Approaches

Glossary of Common Term

Lesson 2: Getting Prepared to make the Call

Identifying your Contact Person

Performing a Needs Analysis

Creating Potential Solutions

Lesson 3: Creative Openings

A Basic Opening for Warm Calls

Warming up Cold Calls

Using the Referral Opening

Lesson 4: Active Listening

The importance of active listening

Restating and Paraphrasing to gain commitment

Lesson 5: Delivering Presentations that SELL

Features and Benefits matched to Customer Need

Outlining your Unique Selling Proposition

The Burning Question that every Customer wants Answered

Lesson 6: Managing the Sale

Leading representational bias

Lesson 7: Handling Objections

Common types of Objections

Lesson 8: Closing the Sale

Understanding when it's Time to Close

Powerful Closing Techniques

Lesson 9 : Following Up

Resolving Customer Service Issues

How To Enroll

Fill in your details on the enquiry form, proceed to pay online by clicking on the orange button "Pay with your ATM card" If you wish to make an online transfer or cash deposit to the bank, please send a mail to learning@jobberman.com requesting for account details.

Contact

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