

Fundamentals of Effective Sales

Fundamentals of Effective Sales training is a training which can help you go through the process of sales, identify your strengths and weaknesses, and review your sales methodology.

COURSE DESCRIPTION

- The steps of the prospects selling system
- Steps of your selling system (this will hopefully become your new system)
- Other methods of selling
- Communication channels in sales
- Methods for finding new clients
- Salespeople failures
- Tele sales
- Setting up SMART Goals
- Marketing Triangle
- Elements of success

WHO SHOULD ATTEND

Fundamentals of Effective Sales training is dedicated to individuals that work as sales agents in private or public organizations or desire to pursue the career in sales and customer care.

TRAINING DURATION

Fundamentals of Effective Sales training is a 12 hour blended course. Candidates are given the printed materials so that they can come prepared on class and work on real cases of selling.

TRAINING COST

Training cost of Fundamentals of Effective Sales is 120 €. In this price lectures and studying materials are included.

CLASS PLAN FOR ACADEMIC YEAR 09/10

Course	Schedule	Start Date	End Date	Week Days
Fundamentals of Effective Sales	17:30-21:30	19-Sep-09	3-Oct-09	Friday - Saturday
Fundamentals of Effective Sales	17:30-21:30	2-Nov-09	4-Nov-09	Saturday
Fundamentals of Effective Sales	17:30-21:30	8-Feb-10	10-Feb-10	M - T - W
Fundamentals of Effective Sales	17:30-21:30	17-May-10	19-May-10	M - T - W

