



Sales Professional Training

Are you interested, in pursuing a career as a Sales Professional or looking to enhance your existing sales skills to excel in your role? If that's the case we have the training course for you. Our comprehensive program is specifically designed to equip you with the skills and insights to become a sales professional. Whether you're starting from scratch or aiming to master techniques our training module is thoughtfully tailored to meet your needs..

During our training sessions we offer flexibility for customization based on your requirements. If you wish to supplement the Sales Professional Training with skills we can accommodate that well. With a proven track record of providing training across industries such as insurance companies, car dealerships and retail outlets now is your opportunity to learn from our team of experts.

Course Overview

The first part of the session focuses on participants introducing themselves and understanding the workshops objectives. This provides an opportunity for individuals to identify their personal learning goals.

Throughout this one day workshop participants will gain expertise in;

- Interpreting customer cues.
- Crafting persuasive messages tailored for existing customers from the beginning of a sales pitch.
- Distinguishing between soft and hard negotiation skills.
- Navigating different sales roles.
- Building trust and establishing authority in a world where customers have access, to a wealth of information.
- Understanding the factors that influence customer purchasing decisions.
- Mastering the art of finding customers.
- Boosting self confidence and motivation to achieve goals.
- Meeting clients basic needs while surpassing their expectations.
- Learning sales techniques to enhance sales performance.
- Strategies for handling objections from customers.
- Guiding customers through the sales process ensuring they feel comfortable and at ease.
- Harnessing the power of storytelling to increase the value of products or services.
- Exploring strategies for cross up selling.
- Identifying your Unique Selling Proposition (USP).

Recognizing buying signals;

During this session, participant will be able to sharpen their skills to pick up on cues from customers enhancing their sales approach.

Non verbal communication;

Mastering use of body language to build rapport and enhance customer relationships.

Negotiation skills

Understanding the differences between hard negotiation techniques knowing when to use each approach.

The different roles in sales;

Discovering stages in the sales journey and adapting accordingly.

Selling as an Activity

Embracing professionalism in sales to meet the evolving demands of well informed clients in this digital age.

Buyers and their Motivations

Delving into customer motives, emotions and external influences to tailor your approach accordingly.

Active Qualifying prospects

Discover the art of finding and evaluating customers optimizing your time and maximizing your effectiveness.

Promote Yourself

Enhance your development skills to effectively present yourself and boost sales.

Meeting Needs

Recognize and fulfill clients fundamental requirements while surpassing their expectations.

Masterful Sales Techniques

Acquire skills to distinguish yourself as a sales professional.

Addressing Complaints/Handling Objections

Learn techniques to address customer objections. Overcome them successfully.

Guiding Leadership

Lead customers through the sales process empowering them to make decisions while working towards a beneficial solution.

Harnessing the Power of Storytelling

Utilize storytelling techniques to emphasize the value of your products or services.

Cross Selling and Up Selling

Understand the differences, between these strategies. Discover how they can help you increase profits and unleash your sales potential.

Discover Your Unique Selling Point (USP)

Discover how to differentiate yourself in a market by highlighting what makes you unique.

Wrapping-Up the Workshop

Towards the end of the course participants will have an opportunity, for clarification asking questions and creating an action plan.

Visit <https://paramounttraining.com.au> for more information or call 1300 810 725