



Selling Skills

Skills for Business

Course Description

Duration and structure

This workshop runs over two days and is tutor led. All the sessions involve delegate input to allow them to develop and demonstrate their skills.

After this workshop delegates will be able to:

- Understand what motivates people to buy
- Understand the need to build long term relationships with customers
- Use a selling skills structure to ensure that all elements of a good sales call are employed
- Open the sales call in a productive way
- Ask good quality questions
- Listen actively
- Handle objections
- Close the sale effectively

Who Should Attend?

Anyone who sells products or ideas to customers and colleagues

What Do I Do Now?

To book a course or to get more details please complete the Enquiry Form, call us on 01733 567262 or e-mail us at admin@vitaltraining.co.uk