



Skills for Business

## Selling Skills

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### 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 07879 448428 or e-mail us at [admin@vitaltraining.co.uk](mailto:admin@vitaltraining.co.uk)

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