

Sales Training

The objective of our sales training is to equip salespeople with the fundamental knowledge and skills needed to become successful by presenting their products and services in the best possible way to win the interest & confidence of their customers.

Sales skills developed

The training follows a typical sales process from prospecting through to winning the sale;

Prospecting & Qualifying - Identifying Sales Potential

The Opening - Achieving Rapport

The Fact-Find - Identifying Customer Requirements & Expectations

Presenting Proposals – Features, Benefits & Value

Winning the Business- Objection Handling & Negotiation

Personal Effectiveness - Time & Territory Management

Training Philosophy

Customize workshops are intensive and highly interactive and designed to *Stimulate AWARENESS, Create UNDERSTANDING, Generate INSIGHT, but more importantly to Inspire ACTION.*

Who is the training for?

- *Those new to the sales role or those who have had little professional sales training as part of their personal development*
- *More experienced staff requiring a refresher on the latest sales techniques*
- *Commercial staff who require a knowledge of the sales process*

Customize

Customize are specialists in sales, sales management & customer strategy, having worked with both large and small sales organisations in the UK and overseas. Contact Rennie Gould in the first instance to discuss our experience and your requirements.

Website: www.customizeuktraining.com

Tel: +44 (0) 7766 168126

Email: rennie@customizeuktraining.com