



The Sales Professional

A workshop which assists the participants to develop an effective approach to account sales, establish a strategy to achieve budgets.

Aim

To enable participants to establish the key factors in the sales representative function and develop strategies for managing their territory and assisting their clients to maximize their business opportunities.

Agenda

Morning Session

- Identify the role of the account sales professional
- Establish the key elements of the sales call
- Develop an effective call plan

Afternoon Session

- Establishing a strategy for the sales call
- Closing the sale and asking for the order
- Identify a strategy to assist the customer maximise their business
- Practical exercises

Resources

- Participant's manual with actual case studies for analysis
- Templates for call plans and recording sales achievements

Length

1 Day Workshop

Location

First Floor, 186 Hutt Street,
Adelaide SA, 5000

Or In-House For Staff Development

Pre-requisite

None

Class Size

10-15 per class

Trainer

Alan Logue

Dates

By Appointment



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