



Ignite your Sales

Would you like to:

Improve the effectiveness of your sales?

Reach targets with ease

Help your sales staff build their personal selling skills?

Close deals more efficiently

If you have answered "yes" to any of these questions...

Then send your sales team on our 1-day, Seta accredited, training course on sales where they will improve their selling skills - for product or service sales. The costs of this course can be claimed back against your skills levy.

Level 5 Credits 5 Unit Std 10047

TARGET GROUP: Sales staff

Content

Presenting a systematic approach to selling

- ✓ Prospecting - how and where to source clients; practical methods
- ✓ Presentation - how product benefits your client
- ✓ Qualifying - linking your client to your product and service
- ✓ Overcoming objections - ploy to gain more information
- ✓ Closing the sale - how and when to action the sale
- ✓ After sale follow up - developing key client relationship to ensure customer satisfaction and new sales

Outcomes

- ✓ Improved sales of product and uptake of services
- ✓ Reduction in costs of non-productive sales calls

inspire educate energize



- ✓ Improved overall productivity of new and experienced sales staff

Increase your profit -improve your team's selling skills

SACHA TRAUB

Ignite Business Services
(DN 1230/02/11/05)