



Intro to Sales

About:

This commercial training has been specially developed for employees starting in sales roles. All professional sales skills are covered in this practical training. The core of this training consists of fully understanding a professional sales conversation. As a result, learners will soon be able to present and sell products and services to customers in an attractive way. The skills our participants develop in this practical training, will benefit them for their entire career in Sales.

Results:

- Participants improve their commercial skills
- Participants are able to respond to the needs of the customer
- Participants can build a rapport with a customer
- Participants know how to close the deal

Approach:

This training is very personal and focuses on our participants learning objectives. They indicate in advance what they want to learn and what they find difficult. The trainer uses this input when preparing for the training.

During the workshop, relevant theories will be discussed and learners will conduct assignments, exercises and role plays. Because participants get to practice realistic situations during the training, transfer of the new skills into their day to day work will be better. During the training our learners will keep track of their development and will make a plan how they will apply their new skills into their work.

Experiential Learning:

To increase the impact of this training, we work with a very experienced trainer and professional role play actor. They help you to improve your sales skills. They do this on the basis of the Experiential Learning Approach. This is a safe and confrontational training method that ensures that participants get more insight into the effect of their actions and behaviors. We do this so our learners will achieve all their learning goals and thus become more successful in sales and account management!