

Advanced Professional Selling Skills

Course duration/times

One Day

Why attend?

Just when you think you know everything about sales, this course really opens up your mind to what you are really doing out there. This course is perfect for those sales professionals with a lot of experience but who need some inspirational tips on what really works out there in business today.

Who should attend?

Experienced Sales Professionals selling face to face

Topics covered

- Creating your differentiator: brand you!
- Understanding different customers' buying styles
- Discovering your preferred selling style
- Adapting to different customers
- Differentiating selling and negotiating
- Consultative questioning skills
- Selling solutions

By the end of the course, delegates will be able to:

- Identify different customer types
- Discover their preferred selling style
- Recognize opportunities for adaptability and flexibility to maximize every opportunity
- Differentiate between selling and negotiating
- Identify strong buying signals which will significantly improve their sales
- Develop their business conversation skills to uncover potential opportunities

Extra encouragement

Recommended for anyone who wants to push themselves or needs a refresher in sales. This gives you the next level of sales knowledge you need to win any potential customer.