

Sales Performance Workshops



PROFESSIONAL SELLING SKILLS WORKSHOPS



Quality and Affordable Sales Training

PROFESSIONAL SELLING BOOTCAMP

This workshop immerses participants in an intensive case – based training designed to equip participants with a firm grasp of professional selling and how successfully position and pitch for new business as a sales people.



LEARNING OUTCOMES

After completing this class, sales people will:

- Gain the skills significant in building solid business relationships while improving sales performance;
- Learn to sell more competitively;
- Increase their long-term effectiveness by becoming knowledgeable consultants.
- Learn how to create a positive and productive sales platform.
- Learn how to collect information and understand the needs of the customers.

Format

Instructor-led, 1-days Duration.

Audience

- For those who are new to selling.
- Small business owners or proprietors.

Prerequisites

Little or no selling experience.

Course Content

Module-1: Introduction/ target audience identification.
Module-2: Research/ needs development.
Module-3: Analyses and understanding of the needs
Module-4: Solution Creation and delivery.
Module-5: Closing.
Module-6: After sales.
Module-7: Conclusion.

SALES PIPELINE MANAGEMENT BOOTCAMP

Sales Pipeline management is an essential skill mastered by the top 5% of the world's top performing sales professionals. This workshop equips participants with the know-how to guarantee forecast accuracy and meeting quota or target expectation



LEARNING OUTCOMES

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- Learn how to create a positive and productive sales platform.
- Learn how to collect information and understand the needs of the customers.

Format

Instructor-led, 1-days Duration.

Audience

- Field sales professionals.
- Account Managers.
- And anyone with a quota or target to deliver

Prerequisites

Course Content

- Module-1: Introduction/ target audience identification.
- Module-2: Research/ needs development.
- Module-3: Analyses and understanding of the needs
- Module-4: Solution Creation and delivery.
- Module-5: Closing.

SALES CALL MANAGEMENT BOOTCAMP



Sales is often described as a contact sport and successful salespeople understand the importance of making sales calls that are effective and efficient. This workshop introduces a sales call prep methodology and tool that participants can use to significantly improve the effectiveness of each sales call.

LEARNING OUTCOMES

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- Learn to sell more competitively;
- Increase their long-term effectiveness by becoming knowledgeable consultants.
- Learn how to create a positive and productive sales platform.
- Learn how to collect information and understand the needs of the customers.

Format

Instructor-led, 1-days Duration.

Audience

- Sales & Marketing Professionals who frequently make sales calls to customers.
- Decision makers seeking to win business.

Prerequisites

Course Content

- Module-1: Introduction/ target audience identification.
- Module-2: Research/ needs development.
- Module-3: Analyses and understanding of the needs
- Module-4: Solution Creation and delivery.
- Module-5: Closing.
- Module-6: After sales.
- Module-7: Conclusion.

PROSPECTING BOOTCAMP

There is an art as well as a science to successfully finding new business, consistently. This workshop enables participants to understand the strategic nature of prospecting in the general scheme of a successful sales operation and creates a roadmap for hunting for new business



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- Increase their long-term effectiveness by becoming knowledgeable consultants.
- Learn how to create a positive and productive sales platform.
- Learn how to collect information and understand the needs of the customers.

Format

Instructor-led, 1-days Duration.

Audience

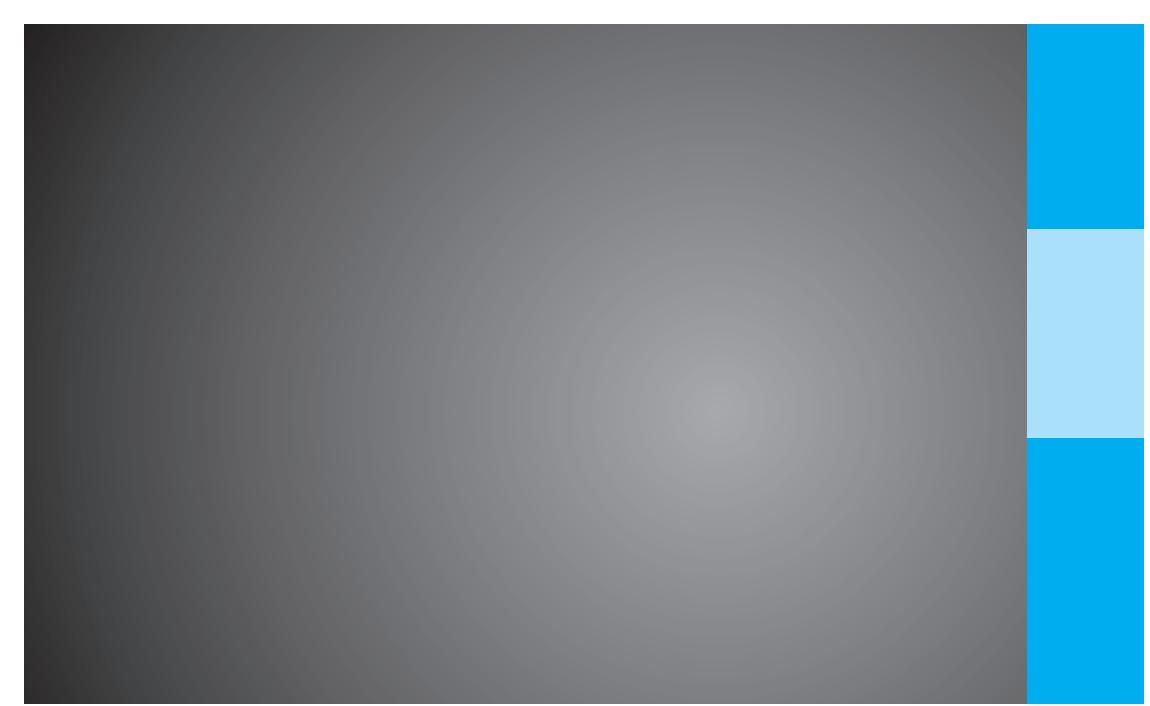
- Field sales professionals.
- Account Managers.
- And anyone with a quota or target to

Prerequisites

Little or no selling experience.

Course Content

- Module-1: Introduction/ target audience identification.
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- Module-7: Conclusion.



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