

# 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.