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
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
- 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.

SALESMAXX

Quality and Affordable Sales Training

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