

# Helping People Buy III - "Building on Experience"

Developing sales professionals to higher performance levels

In this program, we check the foundations of knowledge of the buying and selling process before going on to build advanced skills in communication, managing and developing major accounts, negotiating and territory management.

As a result of completing this program, we believe you will increase your personal power and effectiveness even if you have been selling for some time.

## Designed For

Experienced salespeople who already have a sound knowledge of selling concepts either through prior training or hands-on experience. Also Sales Managers and Key Account Managers wanting to refresh and develop existing knowledge.

## Key Subject Areas

Revision of Selling Concepts

Developing New Business Opportunities

Territory Management

Catering for Social Styles

Increasing Personal Power

Assertiveness and Body Language

Managing and Developing Major Accounts

Negotiation Fundamentals

## Learning Outcomes

By building on current levels of knowledge and skills, participants will be equipped to handle with confidence more demanding and complex situations required of a senior salesperson.

## How Is It Conducted?

Participants are involved in a variety of activities designed to cater for all learning styles. We use accelerated learning techniques to assist understanding and practical exercises to help skills transfer. Numbers are limited so that each individual's opportunity to learn is maximised.

Training Solutions Plus Ltd

### Program Information:

Courseware by:



### Delivery Methods

Inhouse Workshop

Public Workshop

Coaching Sessions

### Public Workshop

Limited To: 20

### Program Duration

Inhouse Workshop \*

Public Sessions 3 days

Coaching Sessions \*

\* Consultation required

This program contains a series of "run-up" and "run-on" activities designed to prepare participants for training and facilitate transfer to skills afterwards. Customisation for Inhouse purposes also available.



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