

ADVANCED SALES BUSINESS TO BUSINESS



WHAT IS IT?

Advanced Sales Business to Business is a dynamic and highly interactive workshop that takes you through all the critical selling skills, vital tools and compelling techniques that you must have to succeed.

WHAT WILL IT DO FOR YOU AND YOUR BUSINESS?

- Improve the effectiveness of your sales people
- Increase appointments, repeat business and sales profit overall
- Increase the confidence of your sales people

WHO WILL IT BENEFIT?

- Experienced sales professionals wanting to review refresh and update existing skills
- Anyone new to sales who want an immediate boost of confidence and skills



For further details and bookings, please contact:
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or email c.gill@chambertraining.com

In today's highly competitive business to business markets, professionals selling skills have never been more crucial to success. This interactive workshop goes beyond the sales process and explores consultative selling at a new level.

Workshop overview:

Get More from Every Sales Meeting

Create rapport with your customers through an understanding of behavioural and communication preferences

Keep Motivated

Deal with limiting beliefs and the secrets behind self motivation, self development and goal setting

Keep Focussed

Prospecting, first meetings, consultative selling, gaining commitment and maintaining the relationship – key areas of professional Business to Business Sales

Been Emotional Intelligent

Self Awareness
Emotional Management
Relationship Manager
All key areas when developing relationships with prospective customers

Thursday 22nd September (1.00pm—4.00pm)

Chamber members £75.00 plus VAT
Non Chamber members: £90.00 plus VAT

Venue: Chamber Training Office
34-38 Beverley Road, Hull, HU3 1YE.