

CORPORATE ETIQUETTES FOR PHARMA SALES



September 18, 2019 | Marriott Hotel – Karachi | 1:00 pm – 6:00 pm

This program is planned during Non-Customer Facing Time and is inclusive of Networking Lunch

Program Overview

Salesmanship is showman ship, you are treated as you are perceived by the people.

Etiquettes, Mannerism and Dressing, has a significant impact in sales profession. KNOW what to do and HOW to do it with grace and style to maintain the competitive edge! Good manners facilitate open communication, problem solving and enhance trust and respect. This program is developed keeping in view our rich professional heritage in mind.

This intervention will help you feel more comfortable with your customers without being conscious or nervous, promote a healthy relationship. Shaping strong positive IMPACT can occupy so much mind space that you become the top of mind recall for your customer, which is the ultimate target of a Salesperson.

Key Learnings

- **Dress to Impress** - Awareness about significance of appropriate Business Attire
- **Behaviors** to be exhibited to earn respect amongst peers and seniors
- **Maintaining** good working relationship in all state of affairs
- **Dining** with Style and Grace
- **Understand** the Importance of Body Language

Course Facilitator Ghaus A. Jafri



- Certified Trainer from BMS Academy, USA and Bayer Germany on Sales Force Productivity
- More than 30 year of experience in MNC's in Pakistan and South Asia & Middle East Region

For Details:

Karachi: 021-34547141, 34520093, 34536306

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Helping You Succeed!

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Course Agenda

- Corporate Dressing – How to stand-out?
- Business Etiquettes and Professional Presence
- Table Manners & Dining Etiquettes
- Communication Excellence

Who Should Attend?

- Manager and Executives in Customer Facing roles
- Sales Representatives & Marketing Professionals
- Key Account Managers
- Newly appointed Managers/AMs/DMs

FACILITATOR'S PROFILE



Ghaus is Certified Trainer from BMS Academy, USA and Bayer Germany on Sales Force Productivity and various behavioral Skills programs for professional development.

More than 30 year of experience in MNC's in the field of Training & Development, Sales Management, HR & Compliance and extensive experience of imparting training in Pakistan, South Asia & Middle East Regions.

Ghaus has delivered various global projects for Training & Development on Competencies, Behavior & Performance Standards Development of the Sales Force for South East Asia & China.

Ghaus has worked extensively on assessment, evaluation and placement of employees on the basis of their core competencies; facilitated sales force members in career progression by providing them guidance and coaching to handle future responsibilities with clear mind and rational approaches

He believes that people should learn how to push the boundaries and carve their own niche; to help them bring about a positive, productive and explicit change in their behaviour, attitude, thought process and actions.

Ghaus A. Jafri

Feedback from Senior Sales Management of Pharmaceutical Organisations

Ghaus Jafri is a competent Trainer. He has command over the subject. His use of cross references and phrases help in understanding the topic better

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“

I personally found trainer very much passionate to input all of his preparation in all team members. He involved all of us and trained, guided, made understanding very clear during sessions

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“

Jafri sahib communication, knowledge, control on subject, listening ability, observations etc were very good. He had full control on each and every thing

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Organisations who benefitted from Ghaus Jafri training



INVESTMENT

PKR **10,000** +SST Per Participant

3 Easy Ways to Register

☎ 021-34536306, 34520093, 34547141

✉ register@octara.com 🌐 www.octara.com

FEE INCLUDES: Course material, certificate of attendance, **lunch**, refreshments & business networking

Send your cheque in favor of **Octara Private Limited**
To: **Umair Tariq**, Admin & Accounts Executive
Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-34520708, 34534261 Cell: 0343-5940485

Bring this program In-house at attractive Discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings. Please contact **Naveed Rahim** at naveed.rahim@octara.com or call at **0334-3082767**