

Smart Selling Skills

“ IF YOU ARE NOT TAKING CARE OF YOUR PROSPECT, YOUR COMPETITOR WILL. – BOB HOOEY ”

June 24, 2020 | 11:00 am – 4:00 pm (PST) | At Zoom Meeting Room

Program Overview:

The modules in this Online training venture will play an important role towards helping the participants practice and hone their selling skills which include building and maintaining rapport, negotiation & closing the deal which enables them to take advantage of sales opportunities and aggressively expand the business.

Learning Outcomes:

- Learn the current market trend and getting hold onto your products.
- Identify true needs of your customer.
- Determine the difference between proactive selling and reactive selling.
- Discover the art to come out with a win-win negotiation

Program Agenda:

Building Customer Relationships:

- Breaking the ice
- Following mirroring technique
- Empathetic listening skills

Pro-Active Selling:

- Scenario based questions
- Utilization of SPIN questions
- Selling new products

Negotiation – Win/Win Strategy:

- Working on emotions intelligently.
- Influence in your pitch.
- Hitting target assertively

Who Should Attend?

This course is suitable for frontliners and experienced managers in Sales function who are interested in improving their performance and productivity.

To register, please click here:
<https://bit.ly/3cNER5z>

Course Facilitator:

Faizan Ahmad

- Head of Learning & Development, Multinet Pakistan (Pvt) Limited
- Over 16 years of corporate experience across sales, services, telecom & banking
- Certified Presenter & Business Leader from Dale Carnegie Training
- With 10+ years of training experience successfully conducted trainings sessions for blue-chip entities such as Engro, PTCL, Ufone, UBL, HBL, Byco petroleum & many others



Click to view complete profile of Faizan:

<https://www.linkedin.com/in/faizan-ahmad-13a33913/?originalSubdomain=pk>

Workshop Investment
PKR **4,000/-** +SST/PST Per Participant
Group Discount Available

Fee Includes:

- e-Learning Material
 - Digital Certificate of Attendance
 - Virtual Business Networking
 - Post-Workshop Advisory Services
 - Octara Loyalty Card**
- ** Entitles card holder to 15% discount on all future Octara Trainings (online & classroom)

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 Sarim Atique at sarim.atique@octara.com or call at 0345-8949470

For Details & Registration contact

Sarim Atique at: sarim.atique@octara.com, Mobile 0345-8949470

✉ info@octara.com 🌐 teamoctara 🌐 octara.com 🌐 Octara - A TCS Company

...only from Octara!!!

Helping You Succeed!