A TCS Company
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intek SOLUTIONS

SELLING IN UNCERTAIN TIMES

Improving sales performance by achieving excellence & managing your workforce

September 22, 2020 | **Mövenpick Hotel - Karachi** | 9:30am to 5:00pm

Key Benefits

- Increased Sales
- Increased "Quality Consciousness"
- Further improved "Customer Care"
- Improved employee morale
- Better customer relations
- Attract additional business from existing clients
- A highly charged up sales team

Course Objective

This workshop aims at motivating participants to increase short-term and long-term sales by equipping them with Effective Closing Techniques. Topics include Negotiation Skills, Communication Skills, Presentations, Role Plays, Follow Up, Belief in Products, Motivation and other important aspects of Sales.

A highly motivational journey!

Who Should Attend

- **Sales** Professionals responsible for ambitious targets
- **Sales** Professionals who need to motivate and manage their teams
- **Managers** who need a fresh perspective and innovative ideas on Presentations, Selling Techniques and Personal Growth Areas
- **Sales** Professionals who feel that a "low tide" in economy has hit their sales

Course Facilitator

Haseeb T. Hasan

CEO - Intek, UAE

Educated in U.S.A. and having worked for almost two decades in Pakistan and Singapore; Haseeb is the driving force behind Intek with intense dedication towards improving personal and organizational performances. Haseeb brings with him extensive experience with organizations such as British American Tobacco, LU Biscuits and the Merrill Lynch, and is now considered amongst the new breed of dynamic "Management Trainers" blending practical concerns.

Driven by his mission in life, Haseeb embarked on establishing Intek, and imparting his techniques and skills to several fighting survivors of the corporate world. With a nine year track record, Intek, www.intekworld.com is a well established name in the area of Corporate Management Consultancy and Training with offices in Dubai, Singapore and U.S.A.

Haseeb holds a wide portfolio of clientele with over 500 multinationals, private and government companies. Besides this, Haseeb also works on Life Skills development and has benefited numerous CEOs, politicians, celebrities, actors and singers with this training.

Organizations benefited from Haseeb's Training

Coca-Cola, Qatar Petroleum, Nestlé, RBS, Ford, GSK, DuPont, Unilever, GM, Sony Ericsson, Bayer, Siemens, Gillette, Barclays, Deutsche Bank, pepsi

...only from Octara!!!

Helping You Succeed!

For Details:
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COURSE OUTLINE

Traits of an Effective Sales Professional

- Personal Discipline and Mannerisms
- Productive Team Players
- Positive Energy and Self Esteem
- Organizing and Time Management
- Motivation - Internal and External
- Goal Setting and Planning skills

Win - Win Relationships

- Interpersonal skills - how to improve them
- Thinking long term and providing exceptional services
- Exceeding customer expectations
- Gaining sound reputation and credibility

Average vs Professional Salesperson

- 6 'Myths' vs 'Truths' about sales people
- Which human needs do your customers have?
- Do you have faith in your products?
- Are you selling for the sake of selling?

SELLING TECHNIQUES

Buyer Psychology

- Your customer is as aware as you are - perhaps more)
- "People don't buy products - they buy benefits"
- Understanding buyer moods and directions
- "What's in it for me"
- Researching your prospects
- 35 tactics to influence buyers
- Understanding body language to your advantage

Why Clients Quit (80 reasons) Psychology of Closing

- No 'close' - no 'sale'
- How the closer manipulates?
- Reverse psychology for difficult buyers
- Various proven techniques of 'Closing'
- Collections of 'greatest closes' - winning strategies
- Graduating to the level of "The Master Closer"

Leading Your Sales Team (How to manage a winning sales team)

- Setting team standards
- Formal & Informal Communication
- Sales planning, forecasting & tracking systems
- Motivating your sales team

Cross - Cultural Selling

- Understanding Cultural issues
- Becoming a 'Global Player'
- My 'pitch' may not be the right 'Pitch'
- Operating at a 'neutral' ground

INVESTMENT

PKR **19,500** +SST per participant

Group Discount Available

Fee Includes:

- 5 Star Hotel Venue for Training
- Course Material • Certificate of Attendance
- Lunch & Refreshments • Business Networking
- Post-Workshop Advisory Services
- Membership for TCS Octara WebMall+ (WhatsApp Group)
- Octara Loyalty Card*

*Entitles card holder to 15% discount on all future Octara Trainings

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

For Registration & Details:

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