



SALES SUCCESS SEMINAR

BARHO AAGAY - KARO MUMKIN

An experiential learning engagement with
Selling Skills, Team Bonding and Energy



Hassan Bin Rizwan



Kanwal Akhtar



Ali Saeed

December 22, 2015 | Mövenpick Hotel - Karachi | 09:00am - 05:00pm

...Only from Octara!!!

For Details & Registration: Karachi 021-34520092, 34551198, 34536306, 34547141 | Fax: 92-21-34520708

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Concept

In today's world of cut-throat competition, your sales team has to be ever more efficient with their selling methods. Today, the traditional concept of pushing sales is being replaced with the sales techniques that focuses on solving customer problems, build a relationship and inspire them to buy. Additionally, sales teams must also perform in a motivated and coordinated team environment to lead the industry. How effectively your sales professionals offer customized solutions could just be the difference between an 'industry leader' and a 'wash out.'

This sales seminar brings together three powerhouse speakers on one platform and is especially designed to give you the tools and tips that will help you achieve your sales targets.

Benefits

After having completed this program, all participants will:

- ➔ Understand the winning selling behaviors and practice them at work
- ➔ **LEARN** to set motivating and measurable goals
- ➔ **USE** the Relationship Selling Model to maximize their sales opportunities
- ➔ **HAVE** a stronger bond with other members of the sales team
- ➔ **APPRECIATE** the importance of coordination and collaboration in teams' success
- ➔ **ENHANCE** their ability to solve problems in teams
- ➔ **STAY** energetic and motivated to exceed targets - ALWAYS

INTENDED AUDIENCE

This program is well suited for sales professionals who regularly perform selling activities, interacting with customers and closing deals.



SEMINAR AGENDA

Session 1: Winning Attitude & Selling Strategies (9:00 am - 11:00 am)

Facilitator: Hassan Bin Rizwan

TOPICS:

- Common mistakes that an average sales professional makes
- 7 habits of highly successful sales people
- Improving sales performance through effective goal-setting skills
- Learning from Google – Using OKR Framework to exceed targets
- Failsafe selling strategies to help you grow your sales quota

First Tea Break: 11:00 am – 11:20 am

Session 2: Corporate Etiquette and Professional Grooming (11:20 am – 1:15 pm)

Facilitator: Kanwal Akhtar

TOPICS:

- Learn how to impress
- Exude positivism
- Become an effective communicator
- Self Discovery – Learn how to make a lasting first impression by highlighting your strengths
- Achieve and Excel

Lunch Break: 1:15 pm – 2:00 pm

Session 3: Relationship Selling (2:00 pm – 3:15 pm)

Facilitator: Hassan Bin Rizwan

TOPICS:

- Key networking skills every salesperson should master
- Leveraging your network to maximize sales opportunities
- Implementing the Relationship Selling Model
- Mastering the FOUR key steps of Relationship Selling
- Cultivating long-term relationships with your key customers

Tea Break: 3:15 pm – 3:30 pm

Session 4: Positive Emotions, Motivation & Energy (3:30 pm – 5:00 pm)

Facilitator: Ali Saeed

TOPICS:

- Develop a strong sales team by motivating and enhancing their follow up skills
- Identify:
 - Team members Emotional Quotient, the positive and negative attractors
 - Techniques such as using stress releasers to excel in meeting your sales targets
- Learn to develop the sales team by coaching and mentoring them
- Improve sales management skills by learning to say no to distraction

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09:00am - 05:00pm

Seminar Investment:

PKR **12,000/-**

(Fee per participant) (+ 14% SST)

Group Discounts are available for groups of 5 or more

FEE INCLUDES:

Course material, lunch, refreshments & business networking

5 Easy Ways to Register:



Karachi: 021-34547141, 34536306,
34520092, 34551198,



Fax: 92-21-34520708



register@octara.com



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Octara Private Limited
1/E-37, Block-6, P.E.C.H.S., Karachi.

Payment:

A confirmation letter/e-mail & invoice will be sent upon receipt of your registration form.

Note: Full payment must be received in advance to confirm enrollment.

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Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-34534261, 021-34536315, Cell: 0321-2670041

Bring **Sales Success Program** In-house.
This program can be customized to suit specific needs of your organization which may lead to significant savings & avoiding pitfalls.
Please contact Jason D'souza at jason.bosco@octara.com
or call at 0332-2422732 for more details.

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Trainer's Profile



Hassan Bin Rizwan

Hassan Bin Rizwan is an entrepreneur, sales consultant and facilitator with detailed professional experience in sales consulting and training both in the U.S. and Pakistan. From being an awards-winning sales professional at CutCo products, world's leading exclusive cutlery brand, to leading a US-based seed-phase start-up, HireLabs Inc., to a profitable

Venture Capital acquisition in Singapore, Hassan has had a cross-industry, cross-product experience of successfully leading and delivering goal-oriented projects. Since 2006, he has helped sales teams of Fortune 1000 companies to remodel their processes, rethink their sales strategy and rediscover their sales talent in the verticals of finance, retail and FMCG sectors.



Kanwal Akhtar

Kanwal is an experienced trainer who now facilitates communication and personal development programs. Her training style includes attention to details, diligence in implementation and concern for stakeholders. She moved into the training world and accumulated a large following in a short span. She has conducted highly successful programs on Oral

Communication, Business Writing Skills, and Corporate Etiquettes among many others. The participants of Kanwal's trainings and workshops are from various organizations and a myriad of industrial sectors. With a spark in her eyes and smile on her face, Kanwal is destined to turn minds for the better and bring about a difference.



Ali Saeed

Ali Saeed is professional experience converges from over 10 years of diverse indulgence in the fields of portfolio management and institutional/retail sales of equities to domestic and foreign market participants. He is currently the CEO of a leading investment banking and equities brokerage firm operating at the Karachi bourse. His responsibilities

have encompassed a wide range of roles from effectively marketing the firm to domestic, retail and corporate institutions and also managing the entire settlement cycle. He has also been engaged in sell side research and economic analysis. He has attended various international conferences and workshops to enrich his own pool of thought. Ali is renowned for his highly engaging, thought provoking.

"It was a pleasure working with Octara on my recent visit to Pakistan. They did a great job. I look forward to working again with Octara in the future."

Peter M. Senge
MIT, SoL, and The Academy for Systemic Change



"I have worked with many event management companies around the world, & Octara is absolutely world class."

Ron Kaufman
Service ICON & Founder, UP your Service

