

WEBINAR: Competitive Selling Techniques



Overview

This 3-hour learning session introduces the principles, tools, and techniques of professional selling via an experiential learning approach. It aims to help the participants improve their selling competencies, improve their relationship with their customers and reach or even exceed their sales target.

Objectives

- To understand the nature of sales and the sales process
- To professionally represent your business or company to corporate and individual customers
- To apply effective and powerful sales techniques to produce sales and create loyalty among customers.

Who Should Participate

- Sellers, salespersons
- Entrepreneurs
- Customer service representatives
- Sales managers

Key Topics

- I. Operating in a Perfect Competition Type of Market Structure
- II. Qualities of a Great Salesperson
- III. The Sales Process
 - Prospecting
 - Initial Contact
 - Sales Presentation
 - Handling Objections
 - Closing the Sale
 - After Sales Service

Reserve now! Call us at:

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Mobile Numbers: Globe: 0915-205-0133 / Smart: 0908-342-3162

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Website: www.businesscoachphil.com

Duration

- 3 hours

Webinar Fee

- Php 1,750.00 per participant (inclusive of e-Handouts and e-Certificate) to be paid at least 3 banking days before the event

Requirements

- Mobile phone, tablet, computer or laptop
- Download free ZOOM app
- Internet connection
- Good audio connection

Reservation

- Please call to register (0915.205.0133|0908.342.3162 | 0933.584.7266 | (02) 8.727.5628) or use the registration form below. Kindly fill-out and email to businesscoachphil@gmail.com. You will receive a confirmation within 48 hours.

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Webinar Title _____

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