

Modules:-

MODULE 1: STRONG COMMUNICATION SKILLS

MODULE 2: TELEPHONE SALES SKILLS

MODULE 3: SALES PLANNING

MODULE 4: SALES PROCESS

MODULE 5: GAINING COMMITMENT

MODULE 6: LISTENING POWER

MODULE 7: ASKING QUESTIONS INTELLIGENTLY

MODULE 8: OBJECTION PREVENTION

MODULE 9: OBJECTION HANDLING

MODULE 10: DEALING WITH DIFFICULT PEOPLE

MODULE 11: RIGHT CLOSING TECHNIQUES TO WIN SALES

MODULE 12: BUILDING RAPPORT IN EVERY SALES ENCOUNTER

MODULE 13: SERVE AND SELL MINDSET

SELLING SKILLS THAT EVERY SALESPERSONS SHOULD MASTER

COMFORI SDN BHD

Objectives

- To improve selling skills of salespersons for securing more deals
- To help salespersons to handle sales objections in the competitive market
- To deal with difficult prospects intelligently in sales encounters
- To raise the confidence level of salespersons for achieving sales targets
- To achieve company's objectives and targets set

Strong communication skills and closing techniques help salesperson to seal deals easily. Not all salespersons possess these skills. Some can open sales easily but all the time failed to close the deal. There are many difficult people to deal with in sales. Ability to deal with these people is essential.

This course not only helps salespersons to improve their skills for securing better sales outcome but building them into mentally strong warriors to deal with difficult prospects.