



SALES EXCELLENCE - 2023





OPPORTUNITY

SALES: STOP *JUST CALLING* IT THE
LIFE BLOOD OF ANY
ORGANIZATION.

DO SOMETHING ABOUT IT.

SAMPLE STRUCTURE

1) Leading sales conversations	2) Using Social media effectively	3) Building rapport & Networking	4) CX (Customer Experience)	5) Closing techniques
6) Presentation Skills / Building confidence	7) Objection Handling	8) Emotional Intelligence & Empathy	9) Trip planning / Cross & Up selling	10) Influencing & Persuading skills
11) Customer segmentation	12) Problem solving / Decision making	13) Time Mgmt. / Motivation	14) Trust building & Referral Mgmt.	15) Sales pipeline management
16) Elevator pitch & USP	17) Consultative selling	18) Features & Benefits	19) Prospecting effectively	20) Mindset shift & Sales Enablement

The secret sauce

(All inclusive in our offer)

- ❑ The Journey / process creation
- ❑ Building accountability into the process
- ❑ Structure creation and line manager engagement
- ❑ Bite sized / regular engagements to ensure uptake
- ❑ Implementation support
- ❑ Physical involvement in sales visits
- ❑ Hand holding through the process
- ❑ Engaged offer, post workshops



TRAINED / CONSULTED FOR CORPORATES ACROSS 15 COUNTRIES

YOUR COMPANY LOGO HERE

بنك دبي الإسلامي
Dubai Islamic Bank

مجموعة ماجد الفطيم
MAJID AL FUTTAIM GROUP

دبي العطاء
Dubai Cares

DUBAI HEALTHCARE CITY

canar

إثمار
ITHMAR capital

Dubai National School
مدرسة دبي الوطنية، البرشاء

DUGAS

AL SAYYAH & SONS INVESTMENT CO. LLC

S P Jain School of Global Management
DUBAI • MUMBAI • SINGAPORE • SYDNEY

INJAZ UAE
A Member of JA Worldwide

TRISTAR TRANSPORT LLC.

AL NOOR

IFFCO

SUN & SAND SPORTS
بيت الساند سبورتنج

السبع البحار السبع
SEVEN SEAS UAE

TAMWEEL
THE HOME OF HOME FINANCE

MAERSK

بنك الإمارات دبي الوطني
Emirates NBD

PROCONNECT
supply chain solutions

GLOBAL GROWTH GROUP
Global Reach with Local Sensitivity

Splash
FOR EVERMORE

MANNAI CORPORATION QSC

d

intertec
Empowering Businesses

EMPOWER ENERGY SOLUTIONS

Mercuri INTERNATIONAL

TASNEE

PEPSI

الإمارات الإسلامية
EMIRATES ISLAMIC

Abbott
A Promise for Life

بنك المشرق
Mashreqbank

emal
الإمارات للألمنيوم
Emirates Aluminium

Invest Northern Ireland

Aercuri INTERNATIONAL

جامعة زايد
ZAYED UNIVERSITY

Nokia Siemens Networks

FOSROC

MISYYS

LANDMARK GROUP

Le MERIDIEN

GE

MENA
Hotels & Resorts

Danfoss

AMERICAN EXPRESS

غرفة دبي
DUBAI CHAMBER

MERCK

Atlas Copco

TATWEER

RBS
The Royal Bank of Scotland

Géant

كليات التقنية العليا
HIGHER COLLEGES OF TECHNOLOGY

THE BODY SHOP

إيبكو
EPPCO

Shell

Arla
Closer to Nature™

etisalat

PUIG
Beauty & Fashion Group

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كليات التقنية العليا
HIGHER COLLEGES OF TECHNOLOGY

Standard Chartered

DAIMLER

NOVARTIS
PHARMACEUTICALS

بنك أبو ظبي التجاري
ADCB
LONG LIVE AMBITION™

Jumeirah
HOTELS & RESORTS
STAY DIFFERENT™

EDB
مصرف الإمارات للتنمية
Emirates Development Bank

الخليجي
بنك الجيل القادم
next generation banking

النابودة
Al Naboodah



Explore the potential. Contact us.



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