

SALES EXCELLENCE - 2023







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 <u>Secret</u> 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





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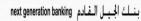


















PROCONNECT

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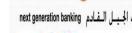


Closer to Nature















etisala





Splash

FOREVERMORE



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Explore the potential. Contact us.



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