



CONSULTATIVE SELLING TRAINING COURSE

General sales training: Consultative Selling.

Based upon a 'consultative selling' approach; led by strategic thinking, assessing client need and building and positioning a value proposition.

This would give you a professional sales 'process' to act as a guide, building confidence in selling and providing a professional approach to selling. This could be part of any ongoing training programme for people development. Powerful key messages are condensed over a one workshop.

Outcomes will include delighting the customer and positioning your product or service into the market and much more. Business leaders and client facing staff will go away from this with a clearer view of how to maximize sales potential.

**Ask for your own training plan
and we will provide free advice
and endeavour to match your
requirements and budget.**

