

Online Sales Performance Course

Sales is often thought of as the domain of the 'knights of the road' and high-energy extraverts that can talk underwater, however many years of observing and training sales people has demonstrated something very different. High performing business people who sell are often quiet, calculated and humble people who plan sales success and take pride in the careers they build. After many years training sales people, and business people to sell, Banjar Group (the developers of this course with Mindshop) have discovered that when individuals are presented with a solid framework and process for selling effectively, alongside opportunities for practice, anyone can sell – they just need a little sales essence or “swagger”.

This course is for anybody who has to present and sell their products or services to the market.

>> Key Learnings

- Develop skills and attitude to ooze 'sales success'
- Identify ideal target customers or 'zebras'
- Develop and refine a sales pipeline
- Learn the fundamental sales skills needed to convert a prospect
- Identify your sales vision
- Develop a One Page Sales Plan

>> Benefits

- **Fast-track your learning** of Sales Performance related tools/processes
- Instantly **implement your new sales skills** on yourself or your own business
- Work through the course at a **time that best suits you**
- **Higher retained learning** of new sales tools/techniques

>> Features

- Online, secure access, 24/7
- High quality streaming videos
- Interactive area for instant implementation of new skills
- Easy to use
- 28 easy to follow sections / worksheets
- Instantly returns to where you last saved for quick resuming

Typical time to complete: 12-16 hours
Contact your Mindshop Advisor to register

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