



NewGrange

TRAINING & SERVICES LTD

Better People, Better Business®

Winning New Business

This one day course introduces delegates to core sales techniques and uses practical exercises to apply them to their company and prospects. The course will help 'non-sales' and 'new-to-sales' delegates assist the sales process, confident that the techniques can be applied in line with company objectives and their own personal style.



Course Location:	On-Site at your premises
Course Duration:	1 Full Day, 9.30am - 4.30pm (date to suit you)
No. of Delegates:	10 delegates max
Cost:	£150 per Delegate (min 5) + VAT *

Who should attend?

Anyone new to sales or other employees involved in the sales process, from the receptionist to the Managing Director. The course enables delegates to articulate their company's unique benefits in a way that engages clients and prospects alike.

Practical Usable Results

The course uses interactive practical exercises to apply the subjects covered to the delegate's and their company's needs. The delegates will take away the results of the exercises which can be applied immediately.

Benefits to your organisation

This course is excellent for companies wishing to grow their revenues as it relates professional sales techniques to your business's sales objectives and enable your employees to improve their sales skills.

Course Programme

- Introduction to Sales
- Qualifying the prospect
- Answering tough questions
- Asking tough questions
- AIDA and sales aids
- Cold calling with confidence
- Syndicate Exercises

Delegates Receive:

Certificate of Training, Course Notes & Course Materials

Instructor Profile:

The instructor is a 16yr veteran of international & national sales and has trained UK and International companies in all aspects of the sales process.

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