



Sales Processes & Selling Techniques

What you'll learn

- ✓ About the Course
 - ★ Get an overview of what the course covers
- ✓ Sales Processes & Selling Techniques
 - ★ Organize, streamline and tailor your sales processes & techniques for maximum effect
- ✓ Course Wrap Up
 - ★ Have a quick review of what you have learned

What does our Sales Processes & Techniques course cover?

Great Sales Managers Control the Operation!

In the ever-changing world of sales management, where changes - and decisions - arrive on a daily basis, have you ever looked at the way your processes work?

And are the sales techniques used by your salespeople best suited to your market and your product or service?

In this course, we take you through how to set up a tailored sales process that's smoother and easier to manage.

And we show you how popular sales techniques can be applied to different situations.

You'll learn that by taking a focused and proactive approach to how your team operates, you'll increase its efficiency, its manageability ... and the results you achieve.

This Sales Process skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better sales process skills?

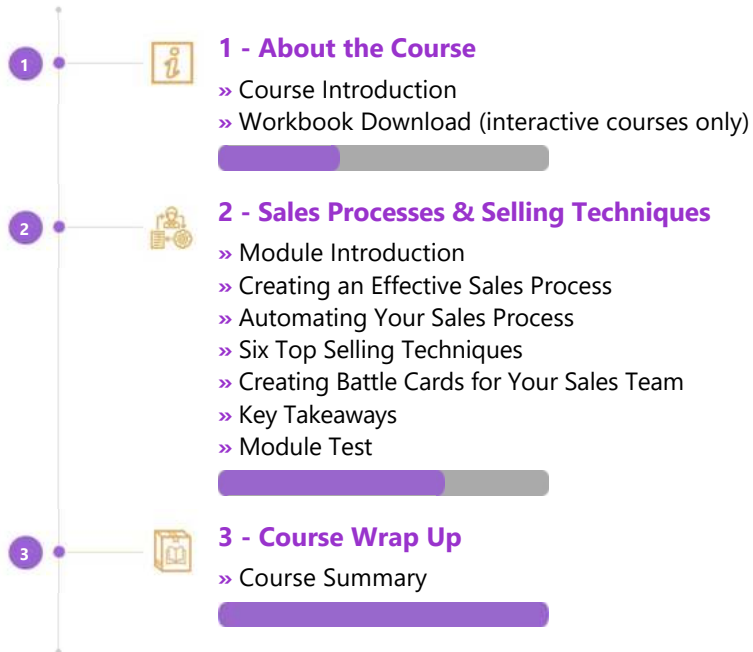
Course requirements

This is a 'back to basics' course, so although experience in a sales management role will be very helpful, you won't need it to understand the content.

Who's this course for?

Sales managers, present and aspiring, who are looking for an interactive, practical induction into how to set up and streamline sales processes and selling techniques to enable their salespeople to sell more effectively.

Course content for Sales Processes & Selling Techniques



And There's a Great 29-page Workbook...

How about realizing your **full potential**?

Choose the **Development** course option and get your own great, results-focused downloadable workbook.

The workbook features:

- **Summary notes** of the course to refer to as you go
- Space for **your own notes** alongside the summaries
- Apply the lessons in each module to your own situation and needs
- The **unique ZandaX Personal Action Plan** with four structured Follow Up Sessions for you to monitor and manage your ongoing development
- A final Review Session for you to see just **how far you have come!**



More about the ZandaX Sales Processes & Selling Techniques course

Streamline Your Team's Sales Processes and Techniques

Learn how to control how your team works - and sells

This course doesn't just explain how important it is to set up effective sales processes and selling techniques - it also shows you how to do it!

We start right away with **creating your own sales process** - matching how your team works to what's needed.

In the next lesson, you'll discover **great ways to automate your process**, saving time, cutting errors, and creating more space for your salespeople to sell.

Then, we show you **six top sales techniques**. We explain how they relate to different situations - and how standardizing them in your team will boost sales.

Finally there's a great lesson on **creating Battle Cards**, which is an amazingly simple tool that eliminates obstacles to selling.

When you've finished this course, you'll know how to create a sales operation that's super-efficient, and easy to manage, too!

Watch the modules, revisit them time and again ... and have fun with improving your skills!

Learning options

This course is delivered as fully interactive online content which you can pause, re-run and revisit as often as you like. You can view the content in any order, and review whatever you like at any time.

The course is offered with the following option:

Interactive option

This is our most popular course option because it also includes a comprehensive ZandaX workbook and Development Plan which allows you to engage fully and deepen your understanding enormously.

This option is for you if you're serious about your development.

ZandaX

ZandaX – Change Your Life ... Today

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