

BATCH II

# ESSENTIAL SELLING SKILLS

Become a more effective sales person by receiving a thorough grounding in all of the Main Essential Skills of Selling. After attending this training, you will be able to achieve more sales.

REGISTER NOW

## Training Overview:

This training is designed to provide you with the essential techniques and strategies to understand the sales process so that you will close more sales and exceed your target.

## Major Takeaways

- ✓ Understand the modern day sales process
- ✓ Understand the modern day buyer and how he/she makes decisions
- ✓ Develop a selling style that suits the needs of the digital age
- ✓ Learn how to identify the specific needs of your clients and how to match these with what you are selling/offering
- ✓ Learn how to prepare for sales
- ✓ Learn how to approach the decision maker
- ✓ Enhance your questioning and listening skills
- ✓ Learn how to build up credibility from your prospects
- ✓ Learn how to overcome objections and excuses in a positive and influential manner
- ✓ Learn techniques of how to get to that 'Yes' and close the sales
- ✓ Learn how to build a long term relationship with your prospects

## Who Should Attend?

- ✓ Field sales people
- ✓ Business to business sales people
- ✓ Sales people who have had no formal training on the subject before
- ✓ Sales people who need a refresher and need to get 'back to basics' and refocus their time and efforts
- ✓ New sales people
- ✓ Client relationship managers
- ✓ Account managers
- ✓ Business development managers
- ✓ Commercial managers

## About Trainer

With over 28 years of industry experience, Kamran Saeed has been practicing sales throughout his career locally and internationally. He has mastered the art of selling in all aspects and demonstrated successful sales in diverse fields such as IT, engineering, publishing, and event management.

Apart from practicing sales, Kamran Saeed has been keen in imparting his learnings and has provided training to over 500 officers of government, semi government, multinational and private organizations. He has also imparted sales related education in prestigious institutes such as IBA and currently he is faculty at DHA Suffa University. He is also President, Solutions Inc, an event management company.

Kamran Saeed is an MBA from IBA, Karachi and BE (Electrical) from NED University. He has completed several trainings in the UK including 'Train the Trainer; and 'Essential Selling Skills'.



**2 DAYS Training**  
**27-28 AUG '19**  
**9:00am-5:30pm**  
DHA Suffa University  
Karachi

**Fees: 25000/-**  
(excl. Taxes)

**30% EBD**  
till Aug 13  
Lunch + Refreshment  
+ Course Material +  
Certificate

Register @  
[www.solutions-inc.info/ess](http://www.solutions-inc.info/ess)  
or Scan this QR Code

