



ESSENTIAL SELLING SKILLS

2-DAY SALES TRAINING PROGRAM

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

ESSENTIAL
SELLING
SKILLS



SCAN TO VISIT WEB

TRAINING OVERVIEW

This training is designed to provide sales teams with the essential techniques and strategies to understand the sales process so that they will close more sales and exceed their 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 development managers
- New sales people
- Business to business sales people
- Account managers
- Client relationship managers
- Commercial managers
- 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

“

The training program was proactive, topic was well taught & it has covered all the barriers in modern day sales process.

~ *Sheikh Ali, Sales Consultant, Sayeed International*

“

Kamran Saeed is a great trainer with immense knowledge about the subject. He is a humble person as well.

~ *Fawad Hasan Ansari, Platform Solution Specialist, GBM Pakistan*

“

Kamran Saeed is an experienced individual, with vast knowledge about sales.

~ *Mohammad Ali Kazim, Head of HR, IBL Unisys*

“

The outline was well designed & prepared. It was to the point & very fruitful.

~ *Ali Raza, Marketing & Sales Manager, Surfaces*

WHAT OUR PARTICIPANTS SAY...



ABOUT TRAINER

Kamran Saeed is a sales trainer and consultant. 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, FMCG, 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 a Master of Business Administration (MBA) from IBA, Karachi and Bachelors in Engineering (Electrical) from NED University. He has completed several trainings in the UK including 'Train the Trainer; and 'Essential Selling Skills'.

PUBLIC PROGRAM

#ESSENTIALSELLINGSKILLS

BATCH III

OCT 29-30, 2019, 9:30am - 5:00pm
DHA Suffa University Karachi

Fees: 25000/-

30% EBD till Oct 15

Lunch + Refershment + Course Material

Register Now @ www.solutions-inc.info

IN-HOUSE TRAINING

BRING THIS PROGRAM IN-HOUSE AND SAVE BIG!!!

Same program can be customized
according to client requirements

for **PRICING, CUSTOMIZATION
& BOOKING,**

please contact at
events@solutions-inc.info
or call at 0092-21-34375794 & 95 (2 lines)