

www.sarvagnya.in

Empower my Sales



January 10, 2014



Sarvagnya Solutions Private Limited

info@sarvagnya.in

+91-40-3912 3502 / 3503

Empower my Sales

Empower my Sales® facilitates the participants to internalise the process steps of being highly effective sales professionals. Sales is a critical function in the management of any successful business. **Empower mySales®** framework focuses objectively on following a powerful sales process in the organisation that engineers successful outcomes and separates the wheat from the chaff. It is important that Sales professionals embrace such processes that drive the results in a uniform and predictable manner.

Aims/Objectives:

- To orient participants to understand the importance of developing the knowledge base related to company products, competition and strategic sales plans.
- To facilitate participants to appreciate how powerful goals need to set to make competitive sales pitches.
- To gain the knowledge of prospecting customers, profiling profitable customers, managing time and product verticals.
- To ensure that participants understand the critical aspects of sales process such as conducting objection prevention strategies, use interpersonal selling skills, establishing decision making criteria to selection solutions, conducting negotiations and closing the sale.
- To facilitate participants to understand the criticality of customer satisfaction, seeking references, and getting repeat business.

Workplace Outcomes

- Participants will analyse their level of knowledge related to products, competition and strategic sales plan.
- Participants will appreciate the importance of preparation for competitive selling.
- Participants will understand and appreciate a planned approach to prospecting customers.
- Participants will prepare well, negotiate harder and close sales successfully.
- Participants will focus on ensuring customer satisfaction.



Duration: 1 Day

Methodology:

- Presentations, Lecture, Case studies, Role Plays, Simulation Games and questionnaire.

Participants

All Sales Professional