

learning
equals
development

EQV Course Outline



■ Sales Programme



■ 5 Day

Tel: 0844 888 2732 E-mail: lets-talk@eqv.co.uk www.eqv.co.uk

EQV (UK) Ltd, The Mill House, Dovecote Court, Potters Marston, Leicestershire, LE9 3JR

Sales (5 Day)

Business Benefit

This programme aims to develop the skills of sales people to enhance the ability to achieve their targets.

Who Should Attend?

Attendees should be in a telesales or account management role

Learning Objectives

By the end of this course you will be able to...

- Structure your work to maximise engagement with the client
- Identify a range of closing techniques
- Apply successfully negotiations techniques
- Use Up-selling and cross selling tools
- Perform sales presentations with confidence

Course Content

- Understanding the Telesales and Account Management roles
- When to negotiate and how
- Identifying up-selling and cross selling opportunities
- Performing Sales presentations
- Sales Time Management

You may also be interested in

Customer Service

Dates: 9-13 Feb • 20-24 Apr • 15-19 Jun
17-21 Aug • 12-16 Oct • 30 Nov-4 Dec

Price: **£1500**
per person

The EQV Promise

We ensure that our courses are well received and are delivered by trainers that have actual commercial competency in their chosen subject.

Not only is this essential for our accreditation purposes but it ensures that the trainers will be able to include relevant experiences they themselves have learnt from. This generates appropriate engagement and empathy in the training environment.

When the course is completed we will report back to you about how the training has been received and can indeed evaluate the training right from start to finish after the skills transfer period. This information can come from your account manager who is your main point of contact at all times.

The EQV Experience

Our training courses take the attendee on a journey of learning and development. Throughout the course everyone is engaged in a stimulating and participative way.

Our courses are designed to encompass many different kind of learning activities making sure they appeal to different natural styles of learning that individuals have.

Activities may include a selection of syndicate work, discussion, pair work, case studies, games, role play, quizzes and presentations.

During the event an individual works on their own implementation plan so that they have a clear plan of how they are going to support their own skills transfer back in the workplace. Whilst it is important for the attendees to enjoy the workshop we want to ensure they apply as much as possible back in the workplace.

Our Training Centre

Set in the heart of beautiful rolling Leicestershire countryside, our idyllic training facilities not only provide attendees with the perfect environment to concentrate on their individual learning experience but also provide the practicality of ample parking and fully designed and equipped training rooms.

You will be greeted upon arrival by our training coordinator who is your point of contact throughout the day should have any specific queries.

A delicious buffet lunch is provided catering for a variety of dietary needs.

What Delegates Say about this course

Respected my sales ability but still gave me new techniques

Enhanced my sales tool box!

