

CUSTOM SALES TRAINING PROGRAM GROWTH & STRATEGY



REACH YOUR MONTHLY SALES GOALS IN 4 MONTHS

This sales training course enables your manufacturing company to develop a marketing, prospecting and sales strategy specific to your business that enables you to get meetings with ideal targets without wasting time and develop high level skills in applying a sales process to get the results you need.



WHO ITS FOR

- » Sales representatives and sales managers with a basic level of sales experience who want to become top producers.

OBJECTIVE

- » Set a goal for top line sales achievement in 12 months at the beginning of the course.
- » Track the monthly production level equivalent to 1/12 of your annual goal within 4 months or develop a pipeline of prospective customers such that your 12-month goal is ensured.

YOU WILL LEARN TO

- Develop and execute a marketing and prospecting plan that will get meetings with key decision makers at your ideal targets without wasting time.
- Become highly skilled with execution of a sales process for their business that enables them to continue to produce at high levels and reduces wasted time with people who don't buy or buy from someone else.

COURSE LENGTH

4 MONTH PROGRAM

- 16 sessions facilitated online
- 4 sessions live - 2 hours each
- 40 hours total
- Schedule weekly or bi-monthly

01 // SKILLS ATTAINED

STRATEGY, GOALS & TRACKING

- How to develop a written marketing plan to produce leads
- Developing your prospecting plan with channels and formula
- Setting goals
- How to get referrals from your clients and strategic partners
- What metrics are important and how to track them
- Time management
- Relationships and building trust
- Controlling the sales process through agendas

02 // SKILLS ATTAINED

TARGETING, CLOSING & BEYOND

- Questioning techniques | Listening skills
- Uncovering the compelling reasons to do business
- How to get commitment
- Uncovering the decision process
- Getting to decision makers
- Uncovering the budget
- Presentation skills
- Negotiating skill
- Avoiding buyer's remorse
- Handling objections



Schedule Today

To book, contact Jill Duddy at jilliand@nhmep.org.