



TNG Selling Professionally Training Programme

Description: Master your sales techniques with this comprehensive course from Train 'n Gain BV, Netherlands delivered by Pitch Perfect India. From opening to closing techniques, every stage of the sales conversation is included in this practical training programme.

Intended for: Individual sales professionals and self-employed entrepreneurs and management freshers

Duration: 16 hours; **Training Schedule:** 1 hour/week day or 1 hour each on sat & sun.

Investment: INR 7,900/-

Certification: Certificate of Completion

Training Mode: Onsite classroom / Live online

Content:

Session	Objective
• Pipeline management	Participants understand what is pipeline management and why it is important to revive old customers.
• Being a phone professional	Participants understand what is required to be a phone professional
• Listening Skills	Participants understand what is active listening and why it is important
• Making Appointments	Participants learn what is an effective sales pitch and how to ask for appointment over the phone
• Communications preferences & sales	Participants understand different kind of communication styles and understand how to match their communication styles with that of customers
• Opening face to face conversation	Participants will learn how to open sales conversation positively and gain customers confidence
• Objection handling techniques	Participants learn what not to do when objection is raised and learn how and when to use 10 objection handling techniques



<ul style="list-style-type: none">• Question Techniques	Participants learn how and when to use 12 question techniques in order to understand customer needs
<ul style="list-style-type: none">• Convincing Techniques	Participant learn how to convince customer the RIGHT way
<ul style="list-style-type: none">• Price presentation	Participants learn how to mention price to customer using different techniques
<ul style="list-style-type: none">• Closing Techniques	Participants learn how and when to use 12 closing techniques
<ul style="list-style-type: none">• Buying Signals	Participants understand how to identify buying signals and close with appropriate closing technique