



*Training Course:
Computer Skills For Sales Professional*

*9 - 13 September 2024
Cape Town (South Africa)
DoubleTree by Hilton Cape Town - Upper Eastside*

Training Course: Computer Skills For Sales Professional

Training Course code: SM234975 From: 9 - 13 September 2024 Venue: Cape Town (South Africa) - DoubleTree by Hilton Cape Town - Upper Eastside Training Course Fees: 5950 € Euro

Introduction

Sales professionals today must be adept in using technology to analyze sales data, manage customer relationships, and reach potential customers online. This training program provides Sales professionals with advanced computer skills that are essential for success in today's sales environment.

Objectives

The training program aims to equip Sales professionals with the following skills:

- Advanced Excel skills for data analysis and reporting
- Data visualization and presentation skills to effectively communicate sales data
- Proficiency in Customer Relationship Management CRM systems to manage customer data and automate sales processes
- Understanding of social media and online marketing techniques for reaching potential customers
- Knowledge of cybersecurity and data privacy best practices to protect customer data and mitigate cyber threats

Competencies

Upon completion of the training program, Sales professionals will be able to demonstrate the following competencies:

- Ability to analyze sales data using advanced Excel functions and formulas
- Proficiency in data visualization and presentation tools for communicating sales data to stakeholders
- Ability to manage customer data using a CRM system and automate sales processes
- Understanding of social media and online marketing techniques for reaching potential customers
- Knowledge of cybersecurity and data privacy best practices to protect customer data and mitigate cyber threats

Target Audience

The training program is designed for Sales professionals who want to advance their computer skills.

The program is suitable for Sales professionals of all levels, including sales managers, sales executives, and sales representatives.

Methodologies

The training program will be delivered through a combination of lectures, practical exercises, and case studies.

Participants will have access to training materials, including manuals, guides, and videos, to reinforce their learning.

Participants will be expected to actively engage in the training program and complete practical exercises to apply their knowledge.

Training Outlines

Advanced Excel Skills

- Introduction to Excel: Basic functions and formulas
- Advanced functions and formulas: VLOOKUP, PivotTables, Macros, etc.
- Advanced data analysis techniques: data validation, conditional formatting, etc.
- Introduction to Excel add-ins and templates
- Practical exercises: building a sales dashboard, analyzing sales data, etc.

Data Visualization and Presentations

- Introduction to data visualization tools: Tableau, Power BI, etc.
- Creating impactful charts and graphs for sales data
- Design principles for effective presentations
- Tools and techniques for delivering engaging presentations
- Practical exercises: creating a sales presentation, visualizing sales data, etc.

Customer Relationship Management CRM Systems

- Introduction to CRM systems and their importance in sales
- Navigation and customization of popular CRM platforms: Salesforce, Hubspot, etc.
- Best practices for maintaining and utilizing customer data
- Automation of sales processes and workflows
- Practical exercises: setting up a CRM system, managing customer data, etc.

Social Media and Online Marketing

- Introduction to social media platforms and their relevance to sales
- Techniques for utilizing social media to reach potential customers
- Principles of online marketing and advertising
- Analytics tools for measuring the effectiveness of online marketing efforts
- Practical exercises: creating a social media marketing plan, analyzing social media metrics, etc.

Cybersecurity and Data Privacy

- Overview of common cybersecurity threats and data breaches
- Best practices for securing data and protecting against cyber threats
- Compliance with data privacy regulations e.g. GDPR, CCPA
- Practical exercises: implementing cybersecurity best practices, assessing and addressing data privacy risks, etc.

Registration form on the Training Course: Computer Skills For Sales Professional

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
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