



*Training Course:  
Sales & Sales Management for Professionals*

*13 - 17 May 2024  
Barcelona (Spain)  
Grupotel Gran Via 678*

## Training Course: Sales & Sales Management for Professionals

Training Course code: SM234619 From: 13 - 17 May 2024 Venue: Barcelona (Spain) - Grupotel Gran Via 678 Training Course Fees: 5250 € Euro

### Introduction

This course is perfectly positioned for those starting a career in sales. It is also of great benefit to experienced sales professionals who would like to refresh their selling skills and techniques with the latest developments in this vibrant field, and to other professionals keen on understanding the sales function in general. While this course focuses on providing participants with core knowledge about sales as a function and as a process, it will also give them an in-depth understanding of self-management, the art of prospecting, opportunity planning, and resource allocation. In addition, participants will acquire several skills related to negotiating deals, overcoming obstacles, resolving customer issues, and closing sales.

### Course Objectives Sales & Sales Management

- Identify the right professional selling behaviors and skills needed to maximize sales performance
- Develop the right personal habits to optimize selling effectiveness
- Apply the different steps of the sales process and identify the need for each step
- Analyze and apply the principles of successful negotiations and handling objections
- Recognize the basics of customer relationships management and influencing outcomes

### Course Outlines of Sales & Sales Management

#### Day 1: The changing business environment

- The evolution of personal selling
- Marketing
- Consultative
- Strategic
- Partnering
- Social
  - The new sales competencies
  - Behaviors, characteristics, and skills of a successful salesperson
  - Assessing performance according to specific sales indicators
  - The 10 root causes of sales problems
  - Personal selling profile

#### Day 2: Preparation and self-organization

- Personal management
- Self-mastery
- Personal planning
- Self-talk
- Personal image
  - Time management for salespeople

- Understanding the psychology of selling
- Developing strategies for sales success

#### Day 3: The sales process

- Prospecting and qualifying
- Pre-approach
- Approach
- Presentation and demonstration
- Overcoming objections
- Closing
- Follow up and maintenance
- Product selling versus service selling
- A glimpse into different selling models

#### Day 4: Business negotiations skills

- Principles of successful negotiations
- Communication
- Planning
- Trading concessions
  - The six elements of successful sales negotiations
  - The power of questioning and probing
  - The BATNA principle
  - Establishing ranges and understanding the limits

#### Day 5: Managing the customer relationship

- Basics of building customer relationships
- 5 rules for successful relationships
- The essence of attitude in relationship building
- The art of sales communications
- Influencing sales outcomes

## Registration form on the Training Course: Sales & Sales Management for Professionals

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

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
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