

Essential Selling Skills

Good sales people listen more than they talk. They win more sales because they know how to gain a deep understanding of what their clients need. They use this knowledge to build trust, develop long-term relationships, and craft solutions that help their clients win.

In this challenging sales course we will teach the Six-Step Sales model. After this course, sales people will feel confident to plan and seal a deal that satisfies both their client's needs and their own.

Audience

This program is for people who sell products or services and aim to build skills and confidence to influence and build business.

Outcomes

Learn how to:

- Plan and drive the sales process
- Use the six-step sales process
- Identify what is really important to their client
- Create value for their clients
- Communicate as a trusted advisor
- Anticipate and overcome objections
- Take discussions beyond price and margin
- Close and negotiate the sale
- Grow your sales.

Tailored group training - in-house or through virtual workshops

Ask us how we will tailor this program to your organisation or team.

Benefits are that we tailor the:

- *Content* to suit your organisation's needs.
- *Delivery* to reflect your procedures, values, examples and terminology, which encourages participants to apply their new skills in their roles.
- *Duration* to suit the availability of your team members and your budget.

Tailoring is mostly for free and always economical as costs are based on a per day delivery and not per participant.

Request a quote

Please call 1300 655 098 to ask us how we can tailor a program to your needs.

Alternatively, email us at info@icml.com.au or start a 'chat' on our website icml.com.au/.

Virtual Workshops

We deliver programs in interactive, live online workshops, accessible from a device anywhere.

Highly impactful learning

- Replicating face-to-face workshop experiences through conferencing technology.
- Using extra features for engagement: polls, quizzes, chat, electronic whiteboard.
- Learning in multiple shorter bursts – allowing practice between sessions.

Benefits of virtual workshops

- Attend the training from the comfort of home or personal workstation.
- No travel time or expenses.
- Multiple short sessions – less impact on work.

Simple access

- You need: a device with camera and a quiet place.
- No software needed.
- Click on a link to gain access.
- Works on any personal device and most corporate systems.

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