

# CLIENT CENTRED SELLING SKILLS

(FULLY FUNDED BY ERDF)

## DATES

25th & 26th June 2018

## LOCATIONS

TBC

## TIMINGS

9:30 - 17:00 Daily



## COURSE OVERVIEW

This highly engaging learning experience will ensure professional sales people connect with their clients, to maximise every sales opportunity. From creating a focussed commercial strategy, through to effective client management, these truly interactive two days will give delegates the knowledge and tools to ensure sales success.

This programme, delivered by one of our highly credible and experienced sales facilitators, will make you more effective, confident and efficient and if you are looking to improve your current commercial approach and increase your sales..... **This course is a must!!**



## PRE-COURSE WORK

A short activity to get delegates to think about their current approach to sales and marketing.



## COURSE CONTENT

- Buyer Behaviours
- Competitor Analysis
- Customer Journey
- Influencing Skills
- The Sales Process
- How to Build and Maintain Rapport
- Listening Skills
- Questioning Skills - From Open to Commitment
- The Soft Facts - The Key to the Sale
- Presenting Solutions
- Networking Skills
- Dealing with Resistance / Closing

“ ALL SALES PROFESSIONALS NEED THIS  
CORE TRAINING BEFORE THEY CAN BE TRULY  
SUCCESSFUL IN A SELLING ROLE ”



## FEEDBACK

“The programme was exactly what we needed to up-skill our Sales Team. The whole team have expressed just how much they have enjoyed the delivery style!” - **Kafevend**

“The course contained extremely useful techniques and ideas. Keeping the theory sessions top-line made the course both interesting and enjoyable. As a result, the ideas will stick at the forefront of my mind. I loved this course and how it was structured.” - **Craghoppers**

“We have been using Total Excellence Centre now for over 5 years and the sales and sales leader training they have designed and delivered for us has had immediate and long term lasting returns for the company.” - **Friday Media Group**



## ABOUT US

Total Excellence Centre specialises bespoke training programmes for business professionals in SME's, Corporate, Multi-Nationals, Public Sector and 'Not for Profit' organisations.

Our team of highly skilled and experienced trainers, facilitators and business consultants have worked with thousands of people, across the UK and internationally, to improve the performance of their people.

Our trainers are consistently rated “excellent”, based on their design and delivery and our entire team works tirelessly to improve upon their knowledge, presentation skills and innovative methods of delivery, to ensure that all our clients receive ‘real value’ from our training.

Our training solutions are designed to be the most comprehensive, effective and tailored solutions available and we have helped shape success for many businesses throughout the UK and overseas.

*Working with us will ensure ‘your own’ future success.*



## TO REGISTER YOUR INTEREST OR FOR MORE INFORMATION

**Call Us:** 0161 274 9292

**Email Us:** [training@tec-uk.com](mailto:training@tec-uk.com)

**Visit Us Online:** [www.totalexcellencecentre.com](http://www.totalexcellencecentre.com)