



One day training workshop on Sales Management

Increase your effectiveness and productivity as a Sales Manager through proven practical theories, strategies and techniques .

- Sales Terminology
- Components of Every Sale
- Basic Qualification
- Buyers / Influencers
- Cold Calling
- Appointment Setting
- Building Rapport
- USP / Value Proposition Builder
- Negotiation
- Closing
- Account Management
- Marketing
- Objection Handling
- Listening Skills

Who Should Attend:

Technical sales professionals, sales management professionals, sales representatives, industrial marketing professionals, sales support and telemarketing professionals, business development managers and students.

Resources Person:

5 years plus experience and has trained more than 1500+ professionals.

Registration Fee:

Only **Rs.1,300** per Person inclusive of Lunch, Tea and Certificate.

Registration Date:

12th April 2011 (limited seats available)

Time: 09:00 AM to 04:00 PM

Contact: Training Dept, **042-9230699, 9230702**