



Opportunity Development for Sales – One Day (£295.00 + VAT)

In sales there are always opportunities to be addressed!

With the majority of these, there are certain ingredients almost guaranteed to get a result for the sales team if worked on:

- **The positive attitude toward their products, their colleagues, their company and their customers**
- **Innovation in the way they sell and promote their company**
- **The ownership of the sales objectives.**

Whatever the opportunity, by applying the techniques covered in this course, sales teams become re-energised and ‘thinking fit’.

This course can be run either for an individual delegate(s) or with groups of managers/supervisors looking to make the most of opportunities, or with a specific team who would benefit from being re-energised in overcoming a particular sales challenge.

What do delegates get out of it?

- A review of some of the barriers to success and how to overcome them
- Understand the expectations of the customer and how they can be met
- The Ideal Salesperson - appreciate the qualities, skills, and values required
- Review the pressure and support elements affecting the way they do their job
- Identify the positive aspects of the current approach and how they can be capitalised upon
- Identify the areas for improvement and how such improvements can be made
- The use of creative thinking techniques to identify creative, new ideas to improve their approach to their job
- Identify the areas for action and the action required
- A personal development action plan.

What’s been said by those attending it:

‘Wasn’t sure if there would be anything new to learn, but I’ve come away with some good ideas’.

‘It was good working as a team understanding what everyone thinks and feels and how we can improve’.

| PLANNED OPEN COURSES | | |
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| Joining instructions issued two weeks prior to course | | |
| Thursday | 26/05/16 | Bristol |
| Need a different date or location – email or call | | |