

The Essential 8 Selling

Competencies

مهارات البيع الـ 8



***The aim of this workshop is
to develop the
Sales Skills in You.***



Getting Started

- **Although the definition of a sale is simple enough, the process of turning someone into a buyer can be very complex.**
- **This workshop will give participants a basic sales process, plus some basic sales tools, that they can use to seal the deal, no matter what the size of the sale.**

Workshop Objectives

- ***To discuss and getting exposure to develop the 8 sales –major- competencies that lead to:***
 - ***Understand the language of sales***
 - ***Identify & Develop the following sales competencies' areas:***
 1. ***Prepare for a sales opportunity, and Set sales goals***
 2. ***Targeting the right clients and begin the sales process with the right foot***
 3. ***Make an effective networking***
 4. ***Assessing the clients needs,***
 5. ***Solving the problems, and***
 6. ***gaining commitment to Seal the deal***
 7. ***Follow up on sales to assure satisfaction.***
 8. ***Manage sales data & sales activities***



Y u s r e

C o n s u l t a n c y

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