
Sales skills training

"We doubled our sales!"

- said Georgina Cox, Managing Director of Moving Works.

(see the BBC News video on our homepage after her sales team hired us).

Our Advanced Sales Skills Training Course

The key to being a successful sales person is to understand and be able to defeat the reasons why people won't buy from you. Anyone can play the numbers game with a convoluted script and eventually make a sale. But how many more conversions could you make, in a fraction of the time, if you understood why your customers are reluctant/don't want to buy from you.

We'll show you how to:

- * Turn your focus to the buying process from your customers point of view, how to negotiate like a super seller
- * Get identify and appeal to the different psyche of your clients
- * Identify the key sales body language signals
- * Avoid body language sins
- * Connect with your clients and increase your sales.

The best solutions are invariably the simplest. One client doubled their sales in the month following a seminar that was fun packed, entertaining and highly effective. Sales doesn't have to be stressful, let us show you an alternative approach.

If there is a particular area you want to put an emphasis on, e.g. converting presentations or closing more sales, making sales less stressful, etc. you might want to ask us about combining our sales and negotiating training with one of the following, call us for details on 08453 700 155 or contact us here

Presentation skill training

Business body language training

Work life balance course

Confidence training