



Sales Ingenuity A Workshop for experienced Sales professionals

Introduction

Sales Ingenuity is a workshop designed exclusively for forward-thinking sales professionals and leaders seeking a dynamic strategy shift. Sales Ingenuity is an immersive experience crafted to unleash your team's untapped potential and drive unparalleled sales success.

Sales Ingenuity is meticulously designed to sharpen and elevate your existing sales team's competence, honing vital skills crucial for thriving in today's competitive market. This intensive workshop focuses on cultivating expertise in the following pivotal areas:

What Sets Us Apart in Sales Training:

1. Effective Sales Communication: Discover how effective communication is the linchpin of successful sales conversion. Learn to craft compelling conversations that resonate, enabling your team to influence buyers' decisions that lead to higher conversion rates.

2. Dynamic Product Presentation and Scripting: Elevate your product presentations to captivating experiences. Uncover the secrets behind crafting persuasive scripts and impactful presentations that leave a lasting impression. The salespeople are often product experts but need help presenting the product's value.

3. Negotiation and Influencing Mastery: Equip your team with advanced and influential negotiation strategies. Harness the power of persuasion to secure deals that exceed expectations.

4. Strategic Profiling and Sensing: Develop a deep understanding of your clients through strategic profiling and sensing techniques. Learn how to read body language and other proprietary visual profiling techniques. Tailor your approach to individual preferences, fostering trust and rapport.

5. Referability Factor: Unlock the psychology behind customer referrals and advocacy. Discover how to transition users into enthusiastic advocates seamlessly. Delve into the intricacies of customer psychology and learn how to cultivate a loyal following that uses your product and passionately endorses it.

6. Closing Techniques, Skills and Mental Strengths: Closing deals transcends beyond delivering a compelling pitch; it hinges upon the assurance and finesse to propose the value and adeptly finalise it. In this segment, we fortify the mindset of your sales team, empowering them with the self-assuredness required for successful closures.



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A seasoned industry expert leads our workshop with experience and real-world insights. Through engaging activities, role-playing, and collaborative exercises, your team will gain practical, up-to-date knowledge and actionable skills to excel in these critical sales dimensions.

Elevate your sales team's performance and drive unparalleled results with our "Transformative Sales Mastery Workshop." Embrace this opportunity to revolutionise your sales approach and position your team as industry leaders. Contact us today to secure your spot and embark on a journey of transformative growth.

Who is this workshop for:

This workshop is for experienced salespeople who want to elevate themselves to the next level.

For every workshop, we'll have a pre-workshop consultation with the client to ensure that it is customised to focus on the areas the organisation wants to improve.

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