



SALES PROFESSIONALS FUNDAMENTALS



Date: 6 March 2019
Duration: 6 hours (1 day)
Hours: 9-12 am / 1-4 pm
Venue: CCI France Myanmar
Trainer: Mrs. Ania Muchnicka
Language: English
Rate: \$100/Members
\$150/Non-members

WHO SHOULD ATTEND?

Myanmar all level salespeople who want to improve their skills through practice.

Foreigners working in Myanmar who want to effectively sell and understand their Myanmar customers.

All employees who consider career in sales or want to improve sales skills. It will be a great occasion to learn from professionals in a safe environment and network.

WHY YOU SHOULD ATTEND?

Any successful business has these two things in common: a great product and a stellar marketing/sales people who believe in what they do. Most founders tend to focus on perfecting their product, but often forget to empower their sales people. Many sales are lost because of lack of belief, understanding of the product and the customer, incapacity to listen and articulate why a consumer should buy a product or use a service. These skills are not to be learned from a book. You need to practice them and thoroughly analyse your service, customer and your company's marketing strategy. Can you access the almost limitless mental resources you possess? We will take a look at how you can use tools to help you sell better, present better and relate better to your clients.

DETAILED CURRICULUM

- Fundamental powerful skills you must have to succeed in sales
 - Understand your customer and their need to adapt your selling offer
 - Create compelling products and services value proposal customers want to buy
- * Modules will be adapted to the specific group's needs and dynamics