



Building Sales Competence

Build your sales competence.



Overview

New times call for New ways of thinking. While conventional selling has its own charm, today's sales professionals need newer and upgraded skills and competencies to match the changing needs of the hour, which equips them to meet the ever changing customer expectations and market volatility.



Your takeaways

1. Sales Competency Framework
2. 6 mindsets and 18 Traits Exploration
3. Structured Sales Cycle
4. Personal Evaluation
5. Self-Assessment Tool
6. Practice and Feedback



Learning Outcomes

This workshop intends to help learners explore global sales competencies and map themselves against each competency. It helps discover various kinds of sales contexts, which provides them an opportunity to leverage their strengths, while helping them practice these and get real-time feedback.



Program Details

- 90 + 90 mins
- Pre and Post work essential
- Delivered by expert facilitators
- Open to all
- English language only

