

SALES FOR NON-SALESPEOPLE

COURSE OVERVIEW



Help your business achieve its objectives by spotting additional sales opportunities, regardless of your role

- Understand the sales process and your role within it
- Learn how you can help your company's sales even if you are not in the sales department
- Master basic sales techniques to qualify potential opportunities before passing over to sales team

You don't have to be in a sales role to sell. Every employee who engages with customers on a regular basis is uniquely positioned to identify further sales opportunities for your business.

By providing all employees with a basic understanding of the sales process and their role within it, organisations can significantly increase their sales force and increase pipeline with existing customers.

TACK's 1 day **Sales for Non-Salespeople** course provides employees with the knowledge and skills they need to build excellent customer relationships to engage and retain clients, whilst using their unique position to uncover further sales opportunities.

For further information visit tacktmi.co.uk. If you would like to speak to a member of the team call 01923 897 900 or email uk@tacktmiglobal.com.



Scheduled Virtual Classroom: £699 +VAT

Also available as an in-company programme

Visit tacktmi.co.uk for further information

SUITABLE FOR:

Anyone whose role involves meeting or speaking to customers but is not in a sales role

YOU WILL LEAVE THIS COURSE:

- Understand the sales cycle and your role in influencing customer engagement and retention
- Identify the different interactions/opportunities you have to engage customers and how to make best use of them
- Learn to communicate effectively with customers to build rapport, trust and leave a positive impression
- Spot additional sales opportunities and apply open questioning techniques to fully understand customer needs and objectives in order brief relevant teams
- Finish each discussion positively and keep the right people informed on sales opportunities