

# WINNING VIRTUAL SALES PRESENTATIONS

## COURSE OVERVIEW

### Deliver effective and impactful virtual sales presentations

- Design and deliver virtual sales presentations that build customers trust in both you and the solution you are proposing
- Use compelling communication tools to build rapport, influence and engage the people you present to
- Develop the skills needed to approach virtual sales presentations with confidence and achieve successful outcomes

The current business environment demands a shift in the way we engage with and sell to customers.

Virtual sales presentations have taken the place of traditional face-to-face customer meetings. However, salespeople cannot simply take their current skills, deploy them virtually and expect the same results. They must adapt their skills to their new environment. Those that have, find themselves with the competitive advantage.

Winning Virtual Sales Presentations highlights the challenges associated with virtual sales presentations and provides salespeople with the skills needed to design and deliver persuasive, effective and impactful virtual sales presentations to achieve their expected outcomes.

**For further information visit [tacktmi.co.uk](https://tacktmi.co.uk). If you would like to speak to a member of the team call 01923 897 900 or email [uk@tacktmiglobal.com](mailto:uk@tacktmiglobal.com).**



**1 Day Interactive & Practical Course**

**Cost: £699 +VAT**

**Visit [tacktmi.co.uk](https://tacktmi.co.uk) for further information**

### SUITABLE FOR:

Salespeople of all levels who are required to deliver virtual sales presentations or proposals

### YOU WILL LEAVE THIS COURSE ABLE TO:

- Understand the differences and challenges associated with presenting virtually versus presenting in-person
- Develop the skills needed to tackle the challenges associated with presenting virtually
- Create an effective presentation structure
- Influence and engage those you present to
- Use compelling communication tools in your presentation delivery to build rapport with the buyer, maximise their engagement and buy-in
- Handle questions effectively and overcome buyer resistance
- Approach virtual sales presentations with confidence