

PRO-PAYBACK Selling®

1-1 SALES COACHING

WHAT THE COACHEE WILL RECEIVE:

- A pre-course roleplay brief they must first read through prior to the session
- Two 1-hour sessions of live roleplay and coaching
- A video of the session including the coach's feedback they can review and/or share with their line manager whenever they wish

In the fiercely competitive realm of products and services, mastery of sales skills emerges as the pivotal differentiator. Amidst the hustle of today's business environment, sales managers grapple with time constraints, rendering in-field coaching and support a luxury.

While theoretical knowledge forms the foundation, the critical question is whether your teams seamlessly translate it into action when facing customers. Do they embody the learned principles in real-world scenarios?

Our solution lies in **One-to-One Virtual Sales Coaching**. This personalised coaching, led by our seasoned sales trainers, is an addition to our flagship 2-day PRO-PAYBACK® Selling course. It bridges the gap between theory and application, ensuring your teams not only comprehend concepts but excel in executing them with finesse in live customer interactions.

The essence of this coaching lies in its one-to-one nature. Each session is a tailored experience, addressing the specific needs and challenges your sales professionals encounter. It's an investment in honing their unique strengths and overcoming individual roadblocks.

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.



One-to-One Virtual Sales Coaching

Price: £750 + VAT

Visit tacktmi.co.uk for further information

SUITABLE FOR:

Tailored for individuals who have completed PRO-PAYBACK Selling and aspire to deepen their insight into applying the process within the unique dynamics of their industry and with their specific client base.

DURING THE SESSIONS COACHEES WILL:

- Learn the art of crafting a powerful and relevant agenda that captivates the client's attention from the outset.
- Master the ability to instantly engage and grab the customer's attention, laying the foundation for a successful interaction.
- Hone skills in asking powerful questions and engaging in active listening, key components for understanding client needs.
- Develop the expertise to present solutions that are finely tailored to meet the unique needs and preferences of clients.
- Tackle objections with finesse, including those related to price, ensuring a smooth progression towards a successful deal.
- Acquire effective techniques to confidently close deals, leaving a lasting impression and sealing the agreement.

WE BELIEVE IN THE INDIVIDUAL