

Sales Training

Seminarziele

In this training the most important sales practices are going to be presented. The training implies a practical approach and perveys sales strategies, that are most measuarable and applicable in practice. In order to achieve optimum performances in the field of sales, each sales man has to be informed in the best way possible. In this context, this training offers you important insights. To improve the social competences of the participants is the main focus of this event.

Programminhalte

- Planning and organisation of negotiations in sales
- Process of sales negotiations: Welcoming, contact, information, argumentation, pricing, argumentation, closing
- Relevance of mutual respect and attention with regard to the customer
- The sales man as manager of emotions and relationships
- Transfer of positive emotions
- Increase of social competence as basis for successful sale and consulting
- Sales rhetoric and techniques for asking the right questions
- Argumentation techniques
- Pricing dialogue and resistance against the price fixed
- Types of customers and their treatment
- Closing techniques: Techniques for successful closing
- NLP in sales (How do top sales men achieve closing?)
- How to achieve sympathy and trust
- How to optimise self-presentation
- How to achieve creative solutions in cooperation with the customer
- Knowledge of human nature: The key to success in sales
- How to optimise the customer-sales man relationship

Zielgruppe

The training is aimed at all those striving to become even more successful in their sales and consulting interactions

Kundenstimmen

„I much appreciated the fact that the training has been conducted in a way that my individual needs were addressed.“

F. Goertz, heyworld GmbH

Seminarcode

ENG8007

Teilnehmer

maximal 9 Personen

Seminarzeiten

Day 1: 10:00 am - 5:00 pm

Day 2: 9:00 am - 4:00 pm

Ort & Termine

Webinar

08.03.2021 – 09.03.2021

15.03.2021 – 16.03.2021

18.03.2021 – 19.03.2021

31.05.2021 – 01.06.2021

23.08.2021 – 24.08.2021

Münster

24.08.2020 – 25.08.2020

03.09.2020 – 04.09.2020

14.09.2020 – 15.09.2020

19.11.2020 – 20.11.2020

26.11.2020 – 27.11.2020

04.02.2021 – 05.02.2021

14.06.2021 – 15.06.2021

17.06.2021 – 18.06.2021

06.09.2021 – 07.09.2021

16.09.2021 – 17.09.2021

04.11.2021 – 05.11.2021

25.11.2021 – 26.11.2021

06.12.2021 – 07.12.2021

Frankfurt am Main

02.11.2020 – 03.11.2020

26.04.2021 – 27.04.2021

30.09.2021 – 01.10.2021

Seminargebühr

980,00 € (zzgl. MwSt.)

1.136,80 € (inkl. MwSt.)

Price includes comprehensive training documents, coffee and tea, and lunch.

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Ja, ich/wir buche(n) folgendes Seminar:

Seminartitel

Termin

Seminarort

1. Teilnehmer/in

Funktion

E-Mail

2. Teilnehmer/in

Funktion

E-Mail

Ja, ich/wir buche(n) das Aufbauseminar gleich mit:

Titel

Termin

Ort

1. Teilnehmer/in

Funktion

E-Mail

2. Teilnehmer/in

Funktion

E-Mail

Rechnungsanschrift

Firma

Ansprechpartner

Funktion

Abteilung

Straße/Hausnummer

PLZ/Ort

Telefon/Telefax

E-Mail

Datum/Unterschrift