

Online Training Course

Closing More Sales Remotely

Results Oriented Selling Skills (ROSS)

By Buki Mosaku,
From UK

Author, international consultant, highly sought after speaker, facilitator and corporate sales trainer.



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Limited Seats Available...

Training Date: Thursday, 5th August 2021

Delivery Method: Online

Duration: 2 hours (Slot 1: 10am - 12pm, Slot 2: 1pm - 3pm)

Price: Rs. 8,500/participant (HRDC Refund*)



Manchester Institute
of Training Qualifications

WAKANDA 4.0
DIGITAL TRANSFORMATION FACILITATOR

**Refund Applicable as per HRDC Scheme*

Virtual Selling is the Future ... but you need the Right Training!

Post Covid-19, 75% of sales' meetings are being conducted online through web conferencing tools like Zoom, Google Meet, Microsoft Teams and so forth.

Are your **salespersons** ready to face this new challenge?

Learning Objectives:

- How to close sales remotely
- How to prepare for online meetings
- Virtual selling skills
- Time management during online meetings
- How to engage prospects into extended sales' conversation

Participant's Fee: Rs. 8,500 per participant (HRDC Refund*)

A **Certificate of Attendance** will be awarded after the course.

**Refund Applicable as per HRDC Scheme*

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Contact us on: **+230 232 0744 / 5259 0774 / 285 1322**

Email: **bizdev@wakanda.tech / admin@mitq.uk**

Register at: **www.mitq.uk**

CLOSING MORE SALES REMOTELY: RESULTS ORIENTED SELLING SKILLS (ROSS)

by Buki Mosaku

Slot 1: 10 am - 12pm

Slot 2: 1pm - 3pm

Duration: 2 hours

Pre-meeting planning

- Prospect research
- Adapting to virtual sales meetings
- Psychology of virtual selling
- Aesthetics, Body Language and tone
- Time management- how to prepare and make sure virtual meetings go well

The sales process continued

- Your primary objective

Making your online/telephone sales meetings count

- The Recipe for a great conference meeting/telephone sales conversation
- Engaging prospects in extended sales conversations - Link Questions

- Role Plays
- Pre-quote/close questions you must ask
- Identifying and resolving objections
- Verifying information
- Next step commitments
- The enlarged verification step- writing winning proposals
Dealing with multiple decision makers/committees via conferencing

- Presenting to close
- Closing
- Role Plays
- 10 Tips for Closing More Sales Remotely
- Action Step

Questions and Answers

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