

Certificate in Sales

Learn to Sell Better to Recover Lost Sales!

In the last two and half years everyone is affected financially – be it businesses or individuals and for some, a huge impact. As a salesperson, this makes their job more challenging as they need to recover lost sales for the organization that they work for. While salespeople need to work harder; it will be much better if they work smarter to improve sales results. This means they have to be more productive and increase their sales conversion results. Sales people may be under pressure to deliver, meet their monthly sales targets and the one thing, the organization need to do is to provide them with quality training.

But what if we tell you that there are ways to increase your sales that most companies has not really explored. Times has changed; sale strategies and methods must also change.

With the right skills, knowledge & strategies, your salespeople definitely can! They need to **LEARN HOW TO SELL BETTER!** They need to be **MORE POWERFUL IN SELLING** and not just work harder. You need to **RECOVER LOST TIME** and **LOST SALES!** You might **REMAIN STUCK** if you choose **NOT** to **SHARPEN** your sales skills & knowledge to **THRIVE** on the present situation!

Learning Outcomes

- ◆ Understanding the Sales Mountain Process, to improve sales by 200% through proper qualification.
- ◆ Improving sales ratio and sales funnel and identifying Ideal Customers Profile.
- ◆ The ability to build trust and engagement, to create instant rapport with potential customers.
- ◆ Application of the PBA Formula, to get people to want to see you.
- ◆ Know how to get pass the door keeper.
- ◆ Ability to create need and get people to buy by the power of asking the right question.
- ◆ The ability to deliver powerful presentation by converting features into benefits.
- ◆ Turn objections into sales.

Duration of Program: 21 hours (4 Half-Day Online Session; 1-Day Face-to-Face Session)

Program Outline



Some of Our Clients for Sales Training



SCHENKER



KONECRANES®



Testimonials

"Powerful, Simple To Understand & Yet Practical!"

"All these experience and wisdom are critical, and I had never found anything close like this throughout my career. I still listening to the course, repeatedly until now. This is very powerful especially for those who are hungry to achieve great results in sales and marketing!" - **Shirly C.**

"It Helps Me Make Great Decision Dealing With Corporate Clients!"

"I really enjoyed learning the Kungfu of selling series. It gives me cutting edge tools and strategies that I can implement right away whenever I do a sales presentation for my corporate client. The ideas and concepts behind these training help me to make better decisions on the do's and don'ts when it comes to closing sale. Totally, absolutely highly recommended!" - **Terence T.**



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