

See more at [www.zandax.com/courses/sales-processes-and-selling-techniques](http://www.zandax.com/courses/sales-processes-and-selling-techniques)

Course information from ZandaX

## Sales Processes & Selling Techniques

**A premier Sales Process training course from ZandaX**

Course duration: 1 hour of highly focused content (Revisit, review and revise as often as you want)

### What you'll learn

- ✓ About the Course
  - ★ Get an overview of what the course covers
- ✓ Sales Processes & Selling Techniques
  - ★ Organize, streamline and tailor your sales processes & techniques for maximum effect
- ✓ Course Wrap Up
  - ★ Have a quick review of what you have learned

### What does our Sales Processes & Techniques course cover?

#### Great Sales Managers Control the Operation!

In the ever-changing world of sales management, where changes - and decisions - arrive on a daily basis, have you ever looked at the way your processes work?

And are the sales techniques used by your salespeople best suited to your market and your product or service?

In this course, we take you through how to set up a tailored sales process that's smoother and easier to manage.

And we show you how popular sales techniques can be applied to different situations.

You'll learn that by taking a focused and proactive approach to how your team operates, you'll increase its efficiency, its manageability ... and the results you achieve.

This Sales Process skills training course, like all our courses, has been developed over many years of classroom and online delivery. Content has been thoroughly researched and is constantly updated so it's always leading edge. It's completely interactive and is full of practical knowledge and solutions.

Still wondering whether to do the course?

Just think about this: how much would you benefit if you had better sales process skills?

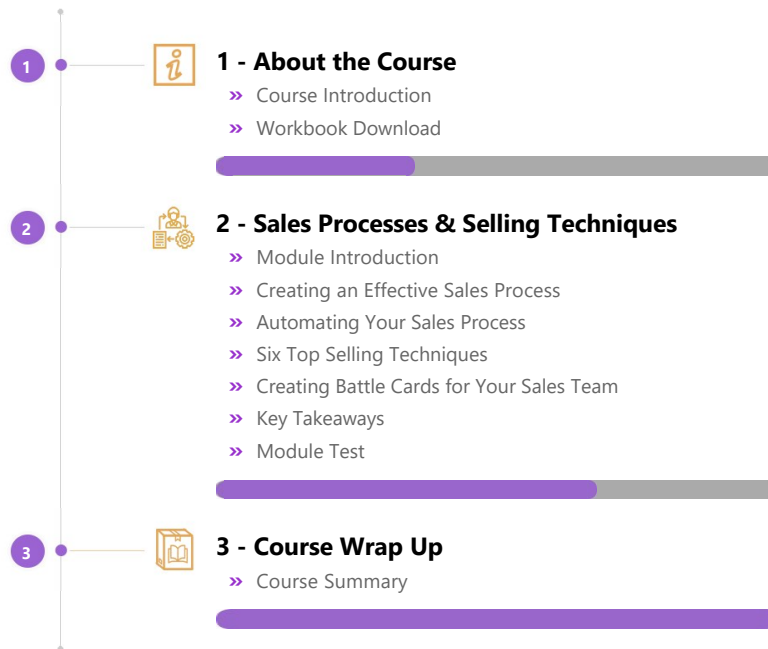
### Course requirements

This is a 'back to basics' course, so although experience in a sales or sales management role will be very helpful, you won't need it to understand the content.

### Who's this course for?

Sales managers, present and aspiring, who are looking for an interactive, practical induction into how to set up and streamline sales processes and selling techniques to enable their salespeople to sell more effectively.

## Course content for Sales Processes & Selling Techniques



### And There's a Great 36-page Workbook...

How about realizing your **full potential**?

The course comes with a great, results-focused downloadable workbook.

The workbook features:



## More about the ZandaX Sales Processes & Selling Techniques course

### Streamline Your Team's Sales Processes and Techniques

#### Learn how to control how your team works - and sells

This course doesn't just explain how important it is to set up effective sales processes and selling techniques - it also shows you how to do it!

We start right away with **creating your own sales process** - matching how your team works to what's needed.

In the next lesson, you'll discover **great ways to automate your process**, saving time, cutting errors, and creating more space for your salespeople to sell.

Then, we show you **six top sales techniques**. We explain how they relate to different situations - and how standardizing them in your team will boost sales.

Finally there's a great lesson on **creating Battle Cards**, which is an amazingly simple tool that eliminates obstacles to selling.

When you've finished this course, you'll know how to create a sales operation that's super-efficient, and easy to manage, too!

Watch the modules, revisit them time and again ... and have fun with improving your skills!

## Learning format

The course is offered as follows:

You'll learn using easy-to-follow on-screen videos which you can pause, re-run and revisit as often as you like, and also through interactive content with short quizzes and questions appropriate to the course subject. You also get a comprehensive workbook that you can use to reinforce your learning. The course is arranged into modules, each with several lessons. Refer to the course content for more details on what's covered. This combination of videos and interactive content will enable you to get a thorough understanding of the subject.

## View this course online

Visit our website at [www.zandax.com/courses/sales-processes-and-selling-techniques](http://www.zandax.com/courses/sales-processes-and-selling-techniques) to view the latest details, including related courses, prices and quantity discounts.

**ZandaX**

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