

Rhema Sales Force Development Courses

Course Title: Insight Selling Skills

Duration: Two Days

Course Objectives:

As a result of this course you will be able to:

- Understand how to manage customer relationships to grow the business
- Identify and verify new business development opportunities
- Use networking skills to build new contacts
- Sell fresh insights and new ideas to the customer
- Negotiate new business with customers using advanced negotiation skills

Course Content:

- The insight selling process
- Creating and building networks
- Analysing new business opportunities
- Influencing the customer's decision-making unit
- Creating new ideas to take to the customer
- Presenting proposals; selling added value solutions
- Negotiation skills
- Implementing new sales