

Kingshuk Bhadury Training Consultancy
Specialist in Behavioral & Soft Skills Training

accentuating performance...



Art of Effective Selling

***C-302, Simran Corner, Near Govind Garden Restaurant
Pimple Saudagar, Aundh Annexe, Pune-411027***
Mobile: 9923017290 Email: bhadury.kingshuk@gmail.com
Website : www.kingshukbhadury.com



2 Days Workshop On Art of Effective Selling

"The best salespeople sell differently"

Everybody sells! In our personal or professional front we all sell either our ideas, thoughts or products & services of our company. But for every situation, knowing good sales techniques is critical.

What separates you from the top sales producers in your industry? What are they doing differently?

High Probability Sales Training is based upon our study of top sales performers. We teach you the sales process that leads to sales success. Follow the steps of this proven, structured selling system, and you will close the majority of your prospects.

This 2 Days workshop will help you in,

- ***Understanding Marketing & Selling Concepts***
- ***Practicing Sales Forecasting & Planning effectively***
- ***Knowing the Structural Selling Process***
- ***Fine tuning your Communication skills in Selling***
- ***Objection Handling***
- ***Negotiating Techniques***
- ***Analyzing Feature- Benefit analysis***

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Workshop Contents:

Customer Analysis

Opening a sales call

Maintaining existing customers

Body Language & Listening Skills

Closing a sales call

Customer Complaint Handling

Sales Planning & Forecasting

Acquiring new customers

Assertiveness in Selling

Negotiating techniques

Sales Record Maintaining

Relationship based selling

Workshop Methodology/ Session Details

*The 2 days Workshop is highly interactive and uses **Group Work Techniques** to provide a nurturing atmosphere, where innovation thrives.*

- ❖ **Role Plays for different sales situations**
- ❖ **Games on Planning & prioritizing**
- ❖ **Forecasting Exercises**
- ❖ **FBM Analysis Charts**
- ❖ **Case Studies**
- ❖ **Management Stories & Examples on all relevant areas**
- ❖ **Interactive Discussions all throughout and**
- ❖ **Presentations to evaluate the learning of participants.**

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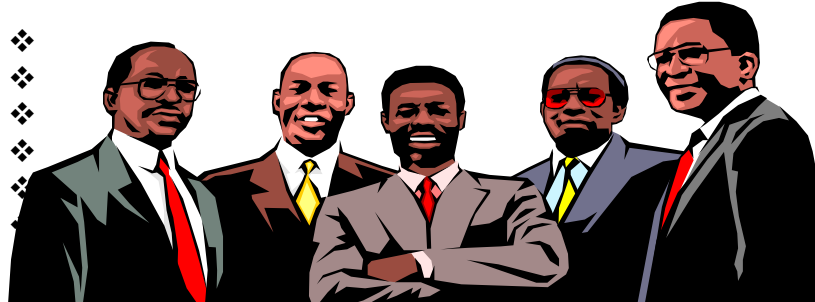
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OTHER KEY WORKSHOPS:



- ❖ **Customer Delight- “Delivering Customer Service Excellence”**
- ❖ **Art of Effective Selling**
- ❖ **Mastering Win- Win Negotiating Skills**
- ❖ **Interpersonal Communication**
- ❖ **Leadership & Team Building**
- ❖ **Presentation Skills**
- ❖ **Campus to Corporate (30 hours induction for new entrants)**
- ❖ **Conflict Management**
- ❖ **Time Management**
- ❖ **Train the Trainer**

For further details on each Workshop refer to www.kingshukbhadury.com

METHODOLOGIES:

PowerPoint Presentations, Role plays, Exercises, Video Clippings, Interactive Sessions, Group Discussions, Management Games & Exercises

Other than the programmes mentioned above, workshops are primarily customized as per requirement. For any further details on each of the workshops, feel free to get in touch.

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