

Training & Development

People aren't born as successful sales people and they need continual **training and development** to achieve their best results. The market is constantly changing and skills need updating and refreshing to stay current.

Prepit provides a building block of relevant and proven content that can be delivered in the context of your organisation and market place as face to face, or virtual, training and follow up coaching.



Examples of modules delivered:

Opportunity Management – To provide a clear understanding of qualification criteria and positioning within a sales cycle, to accelerate closure and improve forecasting accuracy.

Selling Value at a Senior Level – To provide a customer engagement methodology and questioning technique to determine and grow quantified business value to compel customers to act.

Account Planning – To build deeper client engagement, greater loyalty and customer profitability by understanding the customer's business in order to build proactive engagement plans.

Negotiation Skills - To provide an understanding of how to preserve your value during a negotiation process in order to close clean orders with maximised revenue and customer satisfaction.

"I want to thank you as well for a job extremely well done, which has boosted the spirit of our sales staff and left them very satisfied with the new learning. It is rare when I get a 100% satisfaction on training feedback. I look forward to the second part of the training and to bring CNS sales level to a high standard which will eventually contribute to the success and profitability of the company." – Tony Alam, Managing Director, CNS Dubai.



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Prepared for Success