



Sales Presentation Skills Training Course

About This Course

Sales Presentation Skills Training Course



Do you want to deliver influential sales presentations and sales pitches with real impact?

Our Sales Presentation Skills Training Course will show you how to gather all of the information you need for your presentation, how to structure your presentation and how to deliver the information in a clear, structured and engaging way.

This Sales Presentation Skills training course is delivered as an in-house just for your business.

We deliver the course as a face to face course and a live virtual online course.

The Course Aim & Objectives

Here's what you will learn on our Sales Presentation Skills course



Course Aim

This Sales Presentation Skills training course will provide you with the skills and structure you need to deliver effective and persuasive sales presentations with real impact.

The course aims to provide a simple step by step process to building a presentation, the delivers the skills you need to deliver the presentation in a way that generates buy-in and engagement.

Course Objectives

By attending this Sales Presentation Skills Training Course you will:

- Know how to gather all relevant information needed for a sales presentation
- Be able to put together a persuasive and engaging presentation using a simple step by step structure
- Generate buy-in by delivering a presentation with the wow factor that engages the audience
- Be able to control nerves and appear highly confident
- Know how to develop engaging presentation aids such as PowerPoint Slides, Handouts and Flip Charts

The Course Content

Here's what we cover in our Sales Presentation Skills course



What is a Sales Presentation?

- What are sales presentations and when are they used?
- Why deliver sales presentations
- The difference between a sales presentation and a normal presentation

Gathering Facts

- Setting the objective(s) for your presentation
- What to include in your presentation
- Where to get the information that you need

Structuring a Sales Presentation

- An easy to follow sales presentation structure
- When information goes where
- Ensuring it all fits together and flows

Building Presentation Aids

- PowerPoint slides with impact
- Using flip charts and handouts
- Where to put presentation aids and how to use them as part of the presentation

Delivering with Impact

- Body language, voice and words to use for maximum impact
- Positioning when delivering the sales presentation
- Generating engagement and interest in what you are saying

Closing the Presentation

- How to conclude the sales presentation effectively
- How to handle questions and resistance
- Asking if they want to buy

Delivery Options

How we deliver our Sales Presentation Skills course



In-House

Delivered at your business location or a location of your choice anywhere in the UK, Ireland, across Europe or online.

We can adapt the course content to meet your specific needs and those of your team.

Contact us for a quote.

In-House Delivery

Train your team. Train your entire company



We can deliver our Sales Presentation Skills training course just for your team or organisation.

1

Start with an off-the shelf course

We'll use the content in the overview as a starting point

2

Understanding your needs

We'll work with you to agree what outcomes you want from the course

3

Making it yours

We will shape the content to ensure the course meets your requirements

4

Delivering the skills

We then deliver the course that we've agreed either in-person or online

Make it even more bespoke

We can completely redesign the course to meet your needs. Just tell us what you need, and we can put a no obligation proposal together for you.

Online Training Course

Fun, engaging and interactive – delivered online



Our Sales Presentation Skills training course can be delivered as a virtual online course.



The same great content reimagined for the online environment.

- ✓ We can use the platform you are most comfortable with, for example Zoom, Teams, Webex etc
- ✓ Re-designed sessions to allow for interactivity and engagement in the online environment
- ✓ The same fun, engaging and down to earth approach
- ✓ Join your course from anywhere

About Us

Here's a bit about us and what we do



We are Revolution Learning and Development

We are a leading learning and development consultancy based in the UK. We provide our services across the UK, Ireland and Europe.

- ✓ We deliver fun, engaging and down to earth training courses in-person and online
- ✓ Over 20 years of training experience
- ✓ Incredibly cost effective and a real focus on return on investment
- ✓ 92% of our clients rebook us for further training and development
- ✓ Flexible training and development solutions

Let's Talk

We're here to help



If you have any questions about our Sales Presentation Skills course or would like a quote for an in-house course, then just get in touch.

Call Us:

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Email Us:

hello@revolutionlearning.com

Visit Us:

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