Revolution
Learning and Development

Sales Skills
Training Course

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Do you want to increase sales in your organisation and build better relationships with your customers?

Our Sales Skills training course will provide lots of practical tips for increasing sales in your business. We'll show you the things you can do to build great long term relationships and turn your potential buyers into loyal customers.

Our Sales Skills training course is delivered as an open course in 21 locations across the UK and Ireland, online or at your business location.

We deliver the course as a face to face course, a live virtual online course and an eLearning training course.

The Course Aim & Objectives

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Course Aim

In this sales skills course we will arm you with the skills and approaches required to get sales, ensuring the customer buys you and in turn what you are selling.

Course Objectives

By attending this Sales Training Course you will:

- Understand the importance of the salesperson
- Be able to set clear sales objectives
- Understand how to establish customer needs and wants in order to match the product or service
- Understand the decision-making process
- Develop effective communication skills
- Know how to avoid/overcome objections
- Be able to effectively close the sale

The Course Content

Here's what we cover in our sales skills course

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The Sales Process
- Looking at the sales process from start to finish
- Why people buy?

Developing Sales Skills
- Approaching and building relationships with customers
- Effective communication skills and building rapport
- Identifying customers needs through conversation

The Sale
- Structuring the sale
- Matching products to needs
- Describing Features, Advantages and Benefits
- Overcoming resistance
- Closing the sale

Skills Practice
- An opportunity to practice the skills.

Delivery Options
How we deliver our sales skills course

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Open Training Course

Delivered as a scheduled open training course at 21 locations across the UK and Ireland and as an online training course.

In-person: £279.00 + VAT / €339.00
Online: £215.00 + VAT / €239.00

Price per delegate.

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.

Open Course Locations
Here's where we deliver our open training courses

Belfast	Birmingham	Bristol
Cardiff	Chelmsford	Cork
Dublin	Edinburgh	Glasgow
Leeds	Leicester	Liverpool
London	Manchester	Milton Keynes
Newcastle	Norwich	Nottingham
Reading	Sheffield	Southampton

In-House Delivery
Train your team. Train your entire company

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We can deliver our sales 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 you 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

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Our sales skills course can be delivered as a virtual online course.

The same great content reimagined for the online environment.

- ✓ Our open training courses are delivered using Zoom
- ✓ When delivered in-house, we can use the platform you are most comfortable with
- ✓ 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

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

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

Call Us:
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Visit Us:

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