PERSONALISEDTRAININGSYSTEMS Do you sell in a consultative selling style?

The triangle represents the percentage of time on each activity

Product Knowledge- Competitor Knowledge
Application Knowledge Market / Industry Knowledge
Organizational knowledge / Trust / Empathy
SETTING CREDIBILITY

Personal Credibility – Positive Intent Problem solving skills, Results Orientated Interpersonal skills – Organized.

Behavior Profiling
Gap Analysis
Sales Interview Plan (S.I.P/)
PROBING

Funnels, Situation, Leading Questions

FAB Analysis
Case Study (T.O.C.)
Product Presentation
Proposal Development
PRESENTATION

CLOSE