

Sales Team TRAINING



SALES TEAM TRAINING

Successful salespeople invest their prime selling time actively engaged in income producing activities that identify potential buyers and/or effect a sale. Knowledge, skill and competency in these areas are paramount to any serious course of study on personal selling.

Learning how to sell at a professional level requires more than a cursory understanding of the principles of selling and prospecting. Instruction and training in the fundamentals of selling is the first step on the path to sales mastery however a well-rounded education in personal selling is an ongoing pursuit for the serious student of sales and we are dedicated to assisting practitioners on the path to mastering the art of sales.

We'll show your sales reps how to immediately separate your business from the competition and position your product or service in such a compelling manner that your clients say: "I would be crazy to do business with anyone but you!"

We bring our extensive training library and decades of sales training experience to bear to make sure each member of your team has the skills and know-how to sell at the highest level possible. We customize all materials to hit the hot-buttons of your clients and showcase the advantages of doing business with your company.

As needed, one on one training and coaching will be provided to keep each member of the team on track and closing sales. These trainings will be adapted

based on the needs and circumstances of the individual.

Sales Excellence Seminars -- Single Day Training Program. These one-day seminars focus on inspiring, motivating and equipping your team with powerful tools to instantly and significantly boost sales productivity and customer satisfaction. We cover every aspect of the sales process giving special attention to what salespeople struggle with the most, including; powerful approach techniques, overcoming objections, getting referrals, providing outstanding customer service and executing effective follow-through.

This training program is offered live or online.



Sales Excellence University -- Multiple Day Training Program. This exciting multi-day training program is tailored specifically for new hires in the retail environment. Here they develop a passion for their industry, their product, and most importantly, their company. We give them the tools to perform at the highest level in terms of sales productivity, customer service and company focuses! They learn to confidently approach and engage new customers, build relationships, uncover needs and provide complete solutions in such a compelling manner that customers have no choice but to say "yes!" This award-winning course will immediately propel your greenest newbie to the top 10% of retail salespeople! 2, 3 & 5-day courses available.

Sales Mastery Courses — Six Month to Two Year Programs. These monthly trainings are designed to accelerate experienced salespeople to truly elite status. We dive in to the science of why people buy, the psychology of the decision-making process and the most effective use of powerful persuasion techniques. These are the courses you will tell your children about... on your yacht, in the Bahamas.

Your company. Your product. Your training.

Our world-class sales techniques are designed and customized specifically for YOUR clients, YOUR product, in YOUR marketplace. We help your team to convincingly distinguish your business from the rest of the crowd and ensure your clients are absolutely thrilled about their experience with you. We don't just show them how to close sales, we show them how to make it virtually impossible for anyone to say 'no'. Our specialty is teaching salespeople how to quickly win over potential clients, uncover needs and wants more thoroughly than anyone else on the planet and fill those needs in such a compelling manner that the only answer your clients can give is "YES!"

Designed for you.

We truly believe in the philosophy of "seek first to understand, then to be understood." We dive into research, competitive intelligence gathering, surveys, secret shopping, etc. in order to truly understand the uniqueness of your offering and also to see the buying decision from the eyes of the potential client. This perspective allows us to customize all training and materials to create the ideal buying experience. We ensure that the methods and processes we teach are perfectly matched to your customer's needs, and clearly highlight your company's strengths

Created for you.

We develop and perfect powerful sales programs that separate you and your team from any competition and make you the instant and obvious choice for any potential customer. As necessary we will create sales and coaching materials, power-point presentations, sales scripts, hand-outs, workbooks etc. to assist in the training process. We may, when requested participate in sales calls, meetings and customer visits to assist in conversion and to better understand the needs of potential clients. This helps to ensure that the sales and support materials are having maximum impact.

Implemented for you.

Using real-time scenarios, role plays and custom exercises, we help your people to practice and perfect what they learn, so when that critical moment comes there's no doubt, no hesitation. They KNOW the deal will close because they've done it a hundred times before. This is more than just "shot in the arm" training. **We teach skills that last a lifetime** and we make sure those skills are mastered. Your people will build stronger relationships, become better communicators, and be better problem solvers. All while giving your clients the best possible experience and setting new sales and growth records! Using real-time scenarios, role plays and custom exercises, we help your people to practice and perfect what they learn, so when that critical moment comes there's no doubt, no hesitation. They KNOW the deal will close because they've done it a hundred times before. This is more than just "shot in the arm" training. We teach skills that last a lifetime and we make sure those skills are mastered. Your people will build stronger relationships, become better communicators, and be better problem solvers. All while giving your clients the best possible experience and setting new sales and growth records!

CONTACT US FOR INVESTMENT PRICES FOR THE STR SERVICE



4701 W. 78th Street
Prairie Village, KS 66208
PHONE: (646) 926-6733
FAX: (913) 383-1943
info@jbdconsulting.us