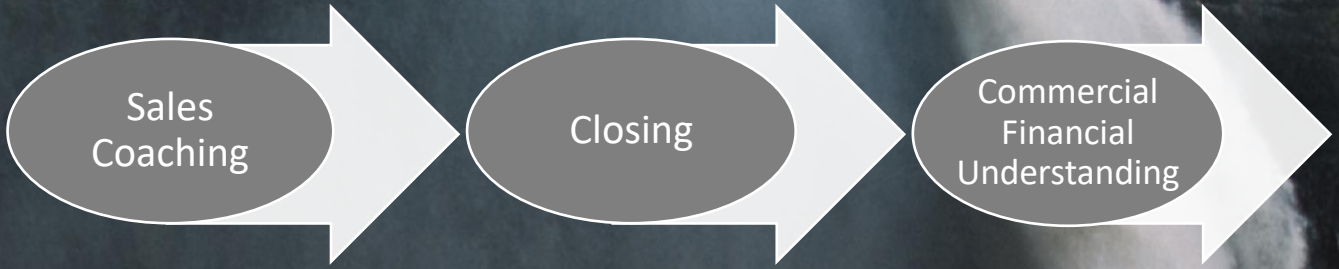




Leader in stock images



Client's sales courses have been developed to accompany the sales. Sale stages are a support that allows its user to structure its sales act and to demonstrate its ability to develop a "consultative selling" approach based on listening to the prospect and understanding his needs. This master will help users to understand the stages: their definition, their functioning and their usefulness.

In sales terms, closing is generally defined as the moment when a prospect or customer decides to commit. In this master, users will do a 360 review of their closing: Before: the need to do a good job in the early stages / During: depending on how the customer is responding which appropriate closing approach do you use / After: how to do keep control after the meeting and a Quiz for the fun!

In sales terms, commercial financial understanding is generally defined as the moment when a sales rep is mapping a sales strategy by adding the two basics prospect/client references: their needs and financial understanding. In this master, you will do a review of your commercial financial understanding: Finance Basics / Define target / Budgeting / Procurement.

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