



A L C H E M Y

INTERPERSONAL SKILLS AT WORK

Versatile Selling

Overview	<p>The role of salesperson is a complex and fulfilling one. It requires competence in a wide range of skills and knowledge, including an insight into the way that customers are comfortable buying.</p> <p>This course helps the salesperson gain a great understanding of the ways that people buy to ensure that the customer can remain comfortable throughout the process, in other words to sell the way that customers wish to buy.</p>
Aimed at	New as well as experienced salespeople
Benefits of Attending	<p>After attending this workshop, you will be able to:</p> <ul style="list-style-type: none">• Gain the ability to 'read' customers more accurately• Adapt the learning to tailor your sales calls, letters and meetings according to customer type• Understand how to build long-term customer relationships• Reduce your nerves in less comfortable relationships• Increase your conversion rates of calls to sales• Sell to customers in the way they wish to buy
Topics Covered	<ul style="list-style-type: none">• The time/tension model• Assertiveness & expressiveness• The four buying styles• Styles under pressure• Adapting your style to suit your customers
Duration	1 Day
Group Size	Maximum 12 Participants
Our Ref.	TVSCutC04
To Book	<p>Call us on: 01865 811148 e-mail us at: info@alchemytraininguk.com</p>