

How does it works and how long it takes?



Program Curriculum Focus & Coverage

- * Identify and determine the need for sales training: what, who, and how
- * Develop effective sales training learning objectives and instructional design
- * Apply adult sales learning concepts, develop supportive climates and customize off-the-shelf materials
- * Use sales training activities and alternatives to lecture, strategies for different learning needs, effective questioning techniques
- * Proper presentation for a sales training session and inspire sales people to foster learning
- * Manage and encourage sales people of all backgrounds and learning styles; understand who is learning and how to address challenging participants
- * Present and facilitate a sales training program, including use of audio visuals and handout
- * Develop practical metaphors, role-playing, simulation and experiential activities to articulate sales lessons and principles
- * Learn how to facilitate training utilizing SSA's best practice sales training materials and approach

Investment Options

USD 1,500 per person for 1 to 3 pax from the same organization.

USD 1,250 per person for 4 pax and above from the same organization.

*Financial schemes available upon special request for individual participants or independent sales coach / trainer

For enquiries, contact us at info@powerupsuccess.com

Deliverables

Successful candidates will receive the following :

- 3 days of workshop sessions with comprehensive course material
- Internationally recognized qualification
- SMII Sales Trainer Certificate upon completion
- Sales Star Academy Sales Trainer Accreditation upon validation
- Professional Sales Training Skills
- Access to USD 500 worth of sales training materials, slides, tools, workbooks, etc
- One Year Membership to Sales & Marketing Institute CSP network

Minimum Qualification & Requirements

- Have at least 5 years experience in Sales related roles
- Has a proven sales track record of meeting business targets consistently
- Complete the CST pre-qualification application form
- Pass a 30-minutes assessment interview with our master trainers
- Provide a referee who is familiar with your work experience and track record