

Selling Solutions Online Sales Training



Jerry Pilkey is an outstanding individual who thrives on helping people to succeed. His course, "20 Hours to Sales Success" is great for those that are interested in starting a career in sales. It is also a great refresher for those already selling. Without a doubt, this course was worth every penny spent. In my fifth year selling professionally, it paid for itself more than 20 times before the course was finished! From effective time management skills to prospecting to presentation skills to negotiating and overcoming objections; this course covers it all. My personal sales and personal life have both benefited from "20 Hours to Sales Success"

Features

- Fully automated
- Complete at your own pace
- Easy to read and understand
- Essay style quiz for each module
- Personalized feedback to each registrant
- Certificate of completion

Benefits and outcomes

- Proven selling methods and techniques
- Enhanced margins through value selling
- Satisfied, long term customers
- Increased revenue and profitability

"**Selling Solutions Online**" offers the same proven selling methods and techniques available through "Selling Solutions Onsite- 20 Hours to Sales Success" but in an online correspondence format.

"**Selling Solutions Online**" is perfect for those who may be considering a career in sales or even seasoned sales professionals simply looking for new innovative selling methods.

"**Selling Solutions Online**" provides a complete overview of the sales process from open to close and beyond. Each module delivers powerful selling tips, advice and selling strategies that are guaranteed to enhance your sales revenue and profitability and instill confidence in your ongoing endeavour to compete in today's challenging, changing and competitive environment.

Module 1 - Personality Qualities and Characteristics to Succeed in Sales - ALL successful salespeople possess similar behavioural traits and thinking styles. There are consistencies in those that succeed. This module will help you to learn and practice the qualities required to be successful.

Module 2 - Goal Setting (Destination Known) - Our 5-Step formal goal setting process will provide a guaranteed means of setting "S.M.A.R.T" goals and a method of evaluating the action and the progress. In order to succeed in sales, one **MUST** have a proper goal setting process in place.

Module 3 - Managing Time Effectively (Do you fly by the seat of your pants?) - One of the biggest challenges faced by sales professionals today is the ability to manage many tasks in a limited amount of time. Setting goals, prioritizing tasks, effective and proper delegation and sound organizational skills are essential in order to accomplish your goals.

Module 4 - Ethical Behaviour in the Sales Profession - The "Selling Solutions Code of Ethical Conduct" provides guidelines and principles that are critical to know, understand and subscribe to. By understanding all of the codes, you will adapt a selling style and behaviour common to ALL successful salespeople.

Module 5 - What do Customers Really Want? - You must have a complete understanding of not only what your customer wants but expects from you as their service provider or supplier. Understand, meet and exceed these expectations EVERY time and you will establish long term relationships....at your price

Module 6 - Gaining Compliance - In order to get customers and keep customers, you have to provide them with a logical reason to buy your product or service. There are many means and ways to influence their decision to ensure that they choose you as their service provider. You must know the proper techniques and methods of gaining compliance.

Module 7 - New Account Solicitation - We have all heard the saying that nothing happens until someone sells something. It could be said that nothing really happens until someone secures something.....like new business. That in itself states the magnitude of prospecting to any sales organization. Most sales professionals do not know how to prospect and this is a self imposed barrier to success. If you are "spraying and praying" or "smilin and dialin", there is a more logical process to follow that will guarantee greater success and most certainly a more productive use of your time.

Module 8 - The First Call – Value Selling - "Value Selling" will allow you to establish and maintain a positive and longstanding relationship with your customer simply by selling the way we are supposed to and the way customers expect us to. **Imagine, a margin increase simply by giving the customer what they want.....and expect. It can be done.....sell the value.**

Module 9 - Presenting and Negotiating for Success - The primary purpose of your presentation is to show them that your product or service is superior to that of your competitor and will more effectively meet their needs. You **MUST** present your proposal in such a way that it will convince your audience that you, your company and your product are superior and are the right choice for them. Negotiation is ultimately an agreement to move forward. Both parties have agreed to do business and it is imperative that you come to an agreement that is mutually rewarding for both parties. Present well and the negotiation is simple.....when do we get started?

Module 10 - Managing your Territory - In order to successfully manage your business, it is imperative to have a set of mutually agreed parameters that set the foundation for your supplier/customer relationship. To accomplish this, expectations and relationship parameters **MUST** be derived from an open and honest discussion with your customer. You **MUST** establish the ground rules of your relationship.