



Brilliant Sales Prospecting

Skills-boosting half-day training course with AI-based 121 call coaching



Description

This information-packed sales workshop will show you proven ways to uncover new business opportunities from new and existing customers and contacts.

Learn the best-practice principles of successful sales prospecting
How to write sales emails that get read and responded to.

Gain more appointments by telephone, faster and easier.

Content

- How to self-generate or respond to new business leads and opportunities using 'organised persistence'
- Gain additional business and referrals from existing contacts
- Manage your time and know when to call and call back
- How to write sales emails that get read and responded
- Get round gatekeepers when calling for decision makers
- How to use LinkedIn and CRM to increase your prospecting ability



Who should attend?

All sales and marketing staff and managers, business owners and freelance staff.

Running time:

Morning session 09.00 to 13.00 or

Afternoon session 13.30 to 17.00



About the trainer

The course is delivered by Graham Roberts-Phelps, business skills training specialist.

Over the last twenty years Graham has personally trained or coached over 25,000 business professionals in 30 countries and hundreds of organisations.

Pricing

£149 +VAT per person

Contact us for early bird discounts.





Brilliant

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