**Professional Course in Sales**

| Date | Venues | ($)Fees | Book your seat |
|---|---|---|---|
| 15 Dec -19 Dec 2024 | Dubai | 3200 | Register Now |

**Course Overview**

The Sales Certification lays the foundation for professional selling by developing the selling process using effective sales methodologies. You will learn the skills and tactics of the leading sales professionals and take part in interactive scenarios to master those skills.

The Sales certification module covers all the major sales stages and teaches the best practices in the sales industry.

# Course Objective

The objective of this course is To learn the skills and tactics of the leading sales professionals and take part in interactive scenarios to master those skills.

# Who Should Attend?

This course is designed for candidates who wish to specialize in specific business skills segments.

# Course Outline

- Introduction to Selling
- Prospecting Success Strategies
- First Contact Success Strategies
- Qualification Success Strategies

# Training Methodology

- Presentation & Slides
- Audio Visual Aids
- Interactive Discussion
- Participatory Exercise
- Action Learning
- Class Activities
- Case Studies
- Workshops
- Games & Role plays

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