



ELECTROVISION

e-learning solutions specialists est.1988

www.electrovision.com

Essentials Sales Skills

7 Courses-

- **Creating your sales plan**
- **Understanding your customer**
- **Communicating with your customer**
- **Starting the Sale**
- **Sales Presentations and Demonstrations**
- **Progressing and closing the sale**
- **Managing yourself and enhancing your sales**



Customisable! These courses have fully customisable content. We can make the courses even more relevant to your employees by adding your own branding, organisation specific questions and case studies.

These 7 courses are designed to help new and experienced sales staff develop and hone their selling skills to meet the wide range of challenges faced in today's environment.

Courses are entirely browser-based for easy integration into standard networks and are suitable for delivery via an intranet, the internet, or a Learning Management System.

Each course is highly interactive with exercises and testing functionality. The emphasis of this range of courses is on high quality written and spoken content, and thought provoking questions. This involvement ensures that the theories and models used are in line with standard and up-to-date management thinking and terminology. Courses last approximately 2hrs each.

We can map this material to your own competency framework ensuring staff at different levels in your organisation receive learning specific to their needs.

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