



SalesFlow
Consulting Ltd

Sales Training

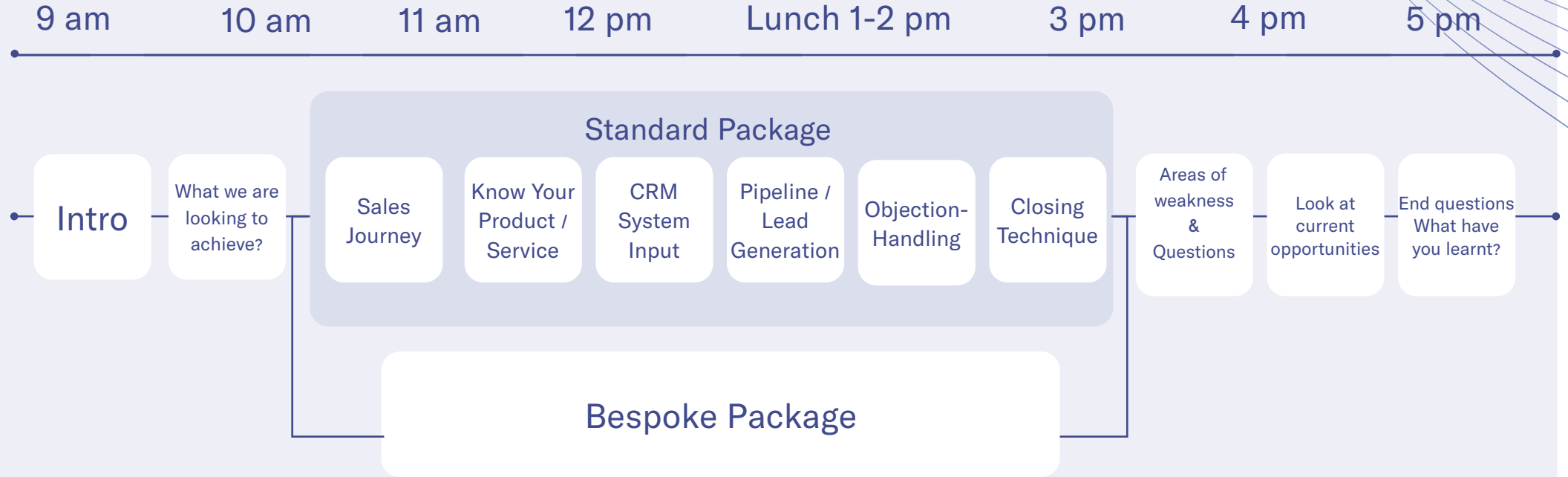
for SDR, BDM, Account Mangers and
Sales Exec

1 Day Course

(Company Name Here)

Salesflow Consulting Ltd trading for 5 years. Registered + Trademark products and service

Welcome – Order of the day



- Tea, Coffee and pastries provided throughout the day
- Premium Venue and facilities* to use at lunchtime and after the training
- *Facilities Include: Swim, sauna, steam room, gym, walk of the grounds

What do you want to achieve from today?

Sales process

Pipeline

Meetings

Lead
Generation

Closing

Warm Calls

Monday Morning Meeting

CRM
System

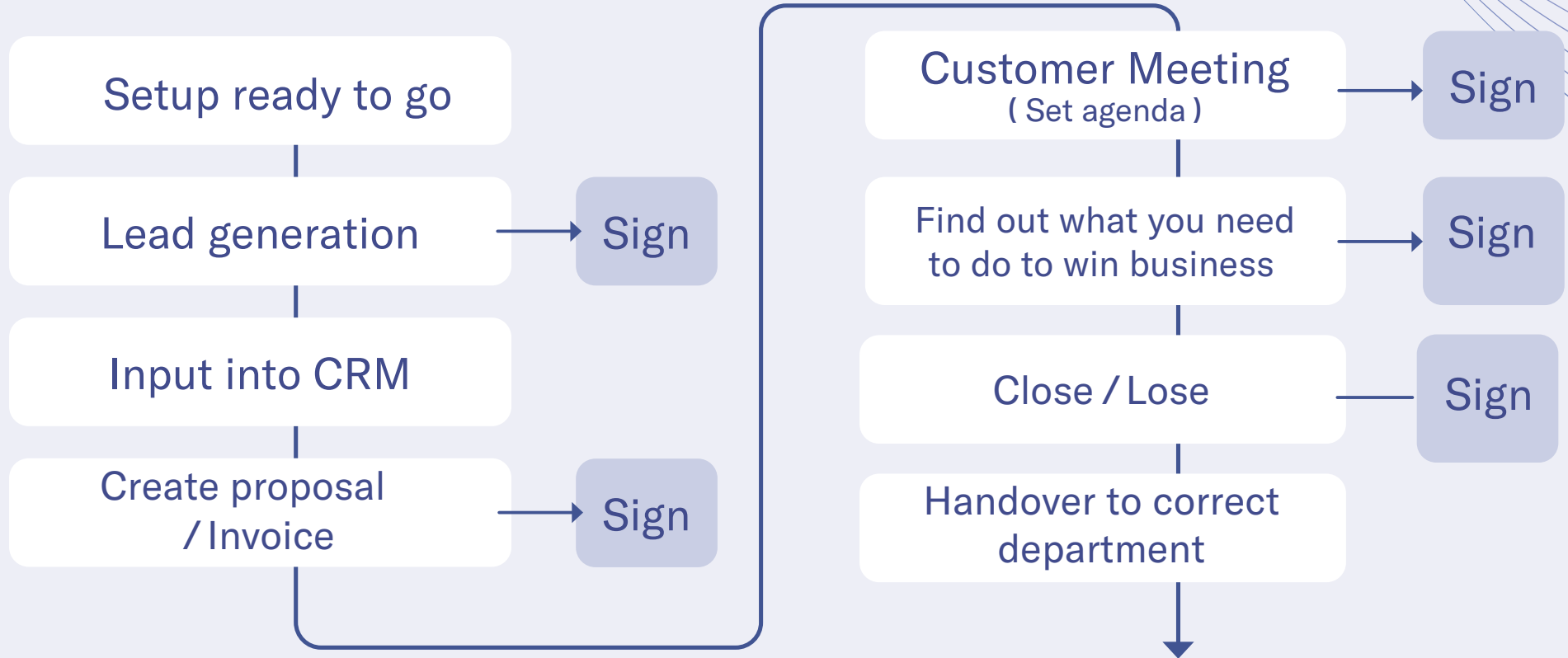
Improve
Confidence

Objection
Handling

Cold Calling

Motivation

Customer Journey / Sales Process



Know your product / service



Gives customer confidence in you



Stops bottlenecks in the sales journey process



Will increase your chances of closing



You will enjoy your job



Can help your colleagues



Knowledge is power

CRM systems



salesforce



act!



sage CRM



monday.com



Bullhorn



Microsoft
Dynamics® 365

You can't remember everything

'Follow-ups' continue the sales process

Helps with reporting for meetings

Shows your pipeline

Helps prospecting

Shows the value of each customer

Record of sales

Lead Generation / Pipeline

How can you start a sale?

Log info on CRM, you will start to create a profile

Get comfortable with starting conversations

B2B sale, it takes on average 7 forms of contact before engagement

Customer	Contact	Telephone	Website	Position	Value
Company A PLC	Paul. S	07734 33020	www.customer.A.LTD.com	Sales Manager	£87,000
Company B Ltd	Harri. P	07734 33021	www.customer.B.LTD.com	Director	£20,000
Company C Ltd	Emily. N	07734 33022	www.customer.C.LTD.com	Operations Manager	£107,000
Company D Ltd	Sarah. N	07734 33025	www.customer.D.LTD.com	Director	£13,000

Total £227,000.000

Objection Handling: Common Objectives

Im not interested

Objection handling can be a key skill in opening up a conversation, person or organisation. Especially with new customers who may not have your product or service on their mind.

I already have a provider

Its our job to understand if there is a need/ want to improve an area, or a current frustration that we can help with a solution.

I haven't got time

What are common objection you come up against and lets work together to find ways around them.



Closing Techniques



Open Discussions

Areas of weakness

Questions?

Current Opportunities

This is a chance for you to come forward with live opportunities

Finally...

Have you learnt anything today?

Quick Questionnaire

Venue hire / you can now use the facilities available..swim, gym, sauna, steam room, tea & more cake or enjoy the grounds.

Questionnaire provided / Your company has requested that everyone fills these out for feedback and results of the course. Thank you for your patience



Great job!

for more information visit: www.salesflowconsulting.com