



FourThirds

Win - Grow - Transform

Telesales Skills



Who this programme is for

Course overview

Making the initial telephone call can be hard. However, by using the right skills the result will be turning a 'cold' prospect into a real opportunity. The one day workshop will provide delegates with telephone strategies to be even more successful in selling over the telephone. It will provide the capability and confidence to ensure an effective telesales conversation. The programme includes getting through to the right person, understanding a client's needs, arranging the meeting, guidance on the language to use, overcoming objections, and finally how to close the deal.

Course Content

Benefits to your organisation and Individuals