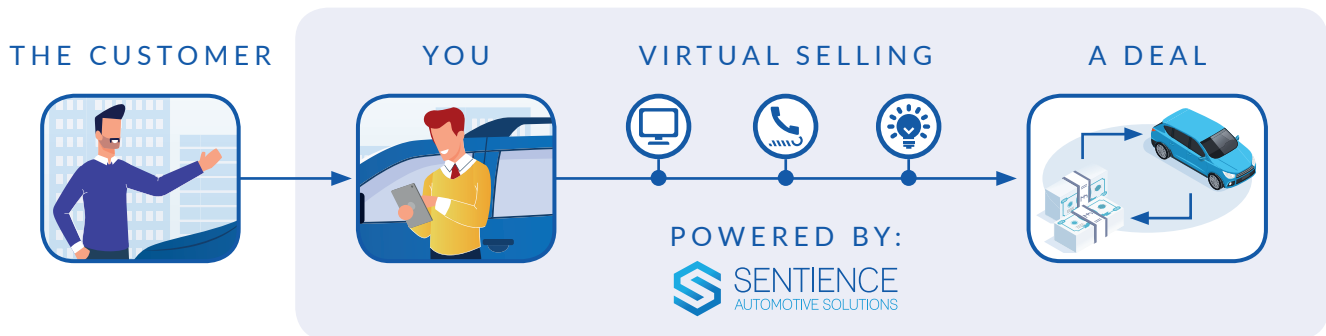


MAXIMISING YOUR VIRTUAL SALES PROCESS



How many of your online enquiries turn into physical sales? Do you have a strategic process for handling enquiries at a distance? Do you want your sales executive(s) to provide the kind of experience that customers of today expect? Could you be closing more deals, more profitably?

If so... this session is for you.

I will host a virtual session, with your sales team, to get a plan in place for maximising your virtual sales process.

DURING THE SESSION WE WILL COVER...

- The Customer Journey: Understanding what the customer needs from you; communicating effectively with the online enquiry; moving the enquiry towards the sale
- Engaging the Customer: Zoom appointments; virtual appointments; how to set one up; how to hold an engaging sales process using Zoom
- The Virtual Sales Process: Click and Test Drive, Click and Deliver or Click and Collect? Deal Presentation using screenshare; Profit opportunity/Legal protection/Distance Selling do's & don't's
- Selling over Zoom: Questions/Phrases/Hooks
- Gaining agreement: Successfully progressing the enquiry towards a sale

Maximising your virtual sales process is delivered over approximately 2.5 hours. The total investment is £499+VAT (1-12 delegates) Contact us directly if you require over 12 delegates. You can also include any team members who are currently Furloughed, to get them ready for when they may return, as this program is personal development.

To book Melanie please email enquiries@sentienceas.com