SALES-FORCE TRAINING

In brief

Specific training, created for the sales network, on sales techniques and the basic skills that salespeople must continuously refine such as communication, personal organisation, reasoning, persuasion and negotiation.

What is it?

For some it is a very difficult job that they would never do, for others it is the best job in the world, highly sought-after. In the middle, there are many people who are salespeople due to the natural evolution of their careers, either for personal or organisational needs. But the ability of "selling know-how" involves everyone, because every human and professional activity contains a dose of selling.

For this reason it is important to teach and develop sales techniques and basic skills, such as communication, personal organisation, reasoning, persuasion and negotiation.

What is it for?

- ongoing training for salespeople, "in small doses", for a continuous improvement of services
- guaranteeing the care, motivation and involvement of the sales network
- developing the salespeople's "minimum digital skills"

http://www.skilla.com/en/obiettivi_dett.asp?id=5#.UzE_A_ldWSE