

“Opportunities don’t happen. You create them.” – Chris Grosser



Be in the Game!

Experience our **Sales Champion Program** to master the art of sales closing

Objective

- Define Facilitating Personnel to reinvent themselves as highly competent sales leader’s
- Helping the personnel to develop professional skill sets along with formulating an actionable plan or strategy for their target KPI’s
- Improving and instilling the sales management and business capacity drives through the right attitude, highly skills & knowledge in supporting sales growth

SYSTEMATIC COMPETENCY ALLIANCE
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Email: info@scoma.com.my



We are a Training and Consultancy Solutions Provider firm specializing in the area of Human Capital Development. We aid organizations to optimize their performance through effective and efficient management of people, business processes and change

Features :-



Attendees

- Managers
- Team Leaders
- Executives
- Supervisors

Certification

- Certificate of Attendance

Methodology

- Lecture
- Discussion
- Presentation
- Role Play
- Group Activity

Content

- Adult Learning Principles
- Self Concept Theory

Program Synopsis

The aim of **The Art of Sales Champion** is to equip those who have just embarked on a career in sales, or those with more experience but no formal training with a blueprint to follow in order create and close sales in today's competitive market.

The course is designed to give a clear understanding of the sales process and demonstrate the Skills, Attributes and Knowledge necessary to attain long-term success as a professional in selling.

The program is conducted in units with practical exercise between modules. The phases are built to tackle all three main elements in Self Competency Core Areas which is **Attitude, Skills & Knowledge** and it is a *continuous learning syllabus to be fulfilled by learners* in order to achieve the objective. The content will be presented within the context of the Sales workplace needs. Spending sufficient time with sales leader will allow us to build skills rather than just impart knowledge.

Duration:

2 days program

Course Fees:

Contact us for more info and quotation.



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