



Sell right first time, every time.

Good sales people know how to effectively address their clients' needs in creating value for them. We can show you how to follow a successful strategy so that your words turn into effective action.

Our sessions are structured in a way to have a maximum impact on your learning curve in sales. We will show how you can identify with the client and understand them from their perspective.

We offer group and individual sessions to cater for both large and small business.

The 3 Styles

Having a different style available for your business is important. Every business has a different approach to Sales. We can provide the training with a style relevant to your sales needs.

1. Performance Sales Training

A motivational sales training session designed to improve attitude, motivation and performance.

2. Professional Sales Training

A sales training course for the sales professional. Designed to create Sales Professionals.

3. Profit Sales Training

This sales training course has a focus on closing the deal. Harder selling techniques for competitive business markets.

Sales

Training

We will show you sales techniques that work.

Dynamite Sales Presentations

- Developing effectively your presentation skills will enable you to maximise your efforts when displaying or presenting information and products.

Building Relationships for Success in Sales

- Develop relationships in the Sales environment. Learn how to create rapport, communicate effectively and build a healthy relationship with people. Increase your ability to provide solutions and strengthen your sales relationship with your clients.

Sales Professional Training

- Discover skills such as closing sales, building rapport, performance techniques and body language to help the sales professional.

Overcoming Objections to Nail the Sale

- Teach participants how to plan, prepare, and execute proposals and presentations that address customer concerns and reduce the number of objections they encounter.

Selling Smarter

- Lean goal-setting techniques, appropriate product choice and networking skills.

Prospecting for Leads like a Pro

- Know who to target and how to target them, learn about effective cold calling.

1300 791 561

www.paramounttraining.com.au



PARAMOUNT
training & development

Our customised sales packages suit every business need.

Our platinum sales packages are specifically designed to help you formulate the sales approach pertinent to your business. Choose from different levels depending on your industry and sales focus.

Learn information like:

- ✓ Body language
- ✓ Communication Techniques
- ✓ Buying signals
- ✓ Buy now techniques
- ✓ Negotiation skills
- ✓ Hard sell techniques
- ✓ Psychological sales
- ✓ Sales strategies for every situation
- ✓ Persuasion techniques
- ✓ Utilising question techniques
- ✓ Closing techniques
- ✓ Helping the customer say "yes"
- ✓ Motivation and Enthusiasm
- ✓ Adding Value
- ✓ Features Advantages & Benefits

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Custom Training

Custom Made Training

The way you like it.

We understand the importance of finding training suitable for your participants, business and industry. We also know that employers require different levels of training depending on employee's knowledge and skills.

That's why at Paramount we give you the opportunity to choose what's best for your staff. You will soon be able to create your own training manual and select material from a large range of modules. You can even select the picture for the front of the manual and insert your own text or logo.

With all our courses we ultimately want to provide a course suitable for your staff and your training needs. Please contact us for more information on how we can increase performance within your training program.

For any of these services and others, contact us for a **free** consultation today.

