

### SEARCH 4 EXCELLENCE

# **CLOSING SALES** EFFECTIVELY

# Key Takeaways

- Understand different types of objections raised by customers
- Use a step-by-step strategy to handle objections tactfully
- Understand and effectively use a strategy to negotiate
- Close sales and follow up with customers to build longlasting relationships
- Create a great customer experience and get repeat business



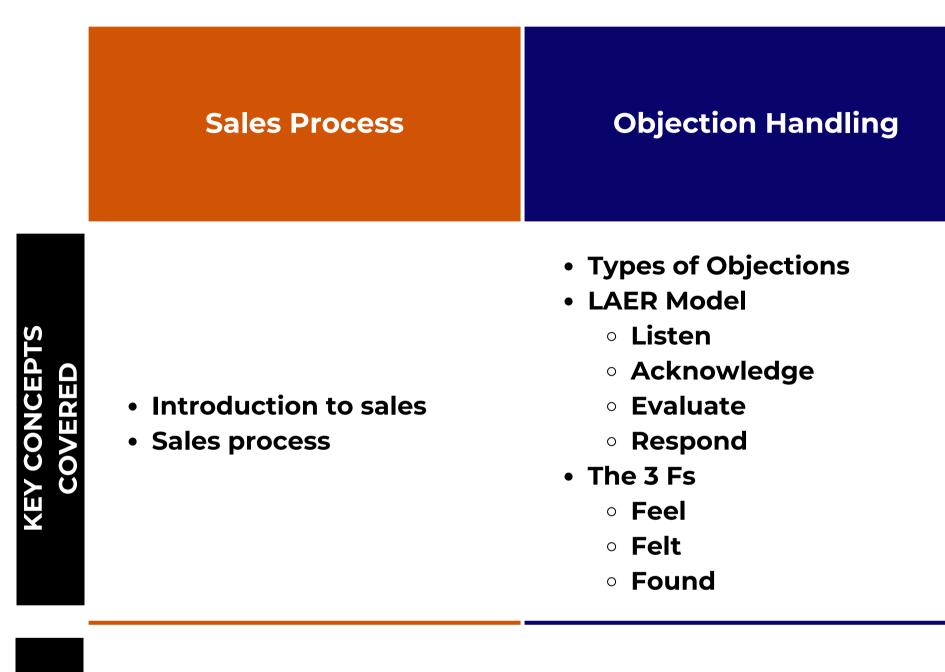
### **Target Audience**

#### SALES TEAM - B2B, B2C, RETAIL, TELESALES



**16 HOURS** 

## **Training Duration**





**Understand the sales** 

process

Effectively handle all objections

#### Make a Deal

- Negotiation strategies
- PEDRO for closing and follow up
  - $\circ~$  Process the order
  - Expectation Fulfilment
  - Dealing with Feedback
  - Relationship Building
  - Offering Additional Benefits

Close a deal smoothly and follow up



# THANK YOU

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