



Staffing • Training • Safety • Payroll

Selling Skills

Equip Learners with the necessary skills to review the existing client/customer base and identify potential customers using a range of research and resource methods: Thereby generating selling opportunities. Contact all clients/customers in a professional manner, handling any objections and/or requests efficiently: Evaluate and record responses for future reference.

Course Details:

Duration: 2 Days
Accredited: No
Certification: Attendance
Minimum Group: 3
Maximum Group: ∞
Unit Standard: Based on 259917
NQF: 3

Course Outline:

1. Identify potential customers.
2. Generate selling opportunity.
3. Respond to sales opportunities.

COURSE INFORMATION

What a Pleasure!

086 100 77 42

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