

FEBRUARY TRAINING PROGRAM 2010 KARACHI

PROFITABLE GROWTH THROUGH SELLING (02 DAYS)

Whether an old hand at sales & marketing or brand new, this fun and highly practical (02) two days course is designed to stimulate Sales & Marketing, Negotiation Skills and Customer Relationship Management by identifying and using best practices under highly competitive market. A highly experienced facilitator will work with participants to develop a profile of their organization's perfect customers, create Product Description with Unique Selling Proposition & Value Added Services strategy to help them buy and a plan to keep them loyal.

OBJECTIVES:

- Equip the sales force to deal with the 'tough sells'
- Train the sales team to overcome the pricing issues & other road blocks towards closing a sale, in relation to the industrial situation of aggressive competition
- Train the sales team to improve their selling skills under extreme competitive pressures, and train them to create an edge for their company, to add value to the business
- Train the sales team on how to improve Relationship Management skills with respect to the tough competitive environment. Focus should not only be on retaining the customer but also on further Business Development with customers.

ASK is also specialized in customized In-House Training programs tailored to meet the specific training needs of our valued client organizations and its team of professionals. This includes conducting a training needs assessment (TNA) to determine exact needs of our valued client and then designing, tailoring, and delivering the training interventions to achieve the objectives identified during the TNA. Make us your partner in enhancing and reshaping the attitudes skills and knowledge of your most precious asset i.e. the human resource.

I will be privileged if you communicate further on this. Please visit our website for the detailed description of our courses.

Thanks & Best Regards,



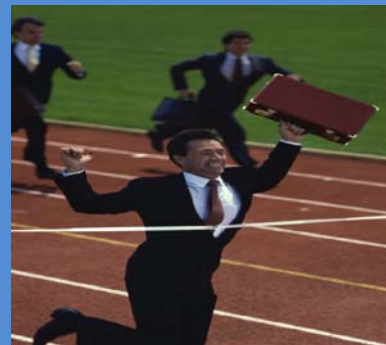
CECIL OBAID

Senior HRD Executive

Dir: 051 2110498, Tel: 051 2110893-95

Cell: 0333-5166001

project@askdevelopment.org | <http://www.askdevelopment.org>



Profitable Growth through Selling

Date: 23-24 Feb '10

Duration: 02 Days

Timings: 0900-1700 Hrs

Fee: PKR 11,000/-

Venue: Karachi

Registration for KARACHI, Please Contact

Ghazala Manzoor

info@askdevelopment.org

Cell: 0301 4622001

Tel: 021 35303328



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