



Partner Event - Consultative Selling

Start Date: Jul 7, 2020 1:00 PM

End Date: Jul 7, 2020 5:00 PM

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July 07, 2020
London, UK

This workshop will ensure your team are having the right conversations in order to win more work.

Key takeaways

Our best practice Consultative Methodology technique (QUIS Selling™).

A real understanding of the structure that makes an effective sales meeting.

A best practice framework to coach to.

Specific natural techniques that can be used straight away.

Confidence that you will be able to help the client solve the “Real Issue”.

Know when & when not to talk about yourself / your company.

Greater understanding of what makes a great salesperson for your business.

Venue

Wellington Hotel By Blue Orchid
71 Vincent Square. London. SW1P 2PA