

# SALES FOR NON-SALES PEOPLE

CREATE SALES OPPORTUNITIES THROUGH SERVICE INTERACTIONS

It is said that no matter what our role in an organisation, there is intrinsically within it, a sales role of some kind or another.

Whether we are selling an idea, gaining support for an action or simply asking someone to do something for us.

When we are with customers the skills translate and it is here that we can apply some simple tools to help minimise lost moments when a potential sale could be a very viable thing. Often our confidence can let us down, maybe we think we will mess it up or do the wrong thing.

If we apply the use of a simple structured approach with applicable skills most people will succeed in winning the sale. By thinking through our role and that of colleagues, who do nothing but sell, we can begin the process of adding value to the sales performance efforts.

TACK 



1 Day Interactive Course

For anyone who wants to build their ability and competence in the selling process at an introduction level

For more information, visit  
[www.tacktmimalaysia.com](http://www.tacktmimalaysia.com) or call us on  
+603 - 62034410

## THIS COURSE WILL ENABLE YOU TO:

- Use a clear structure to follow in a sales journey
- Use a simple mnemonic as a guide through the sales process
- Focus on the right first impression with a customer
- Build rapport with a customer
- Create an “objection bank” with solutions and pre-considered responses
- ... and many more!



WE BELIEVE IN THE INDIVIDUAL

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