

BECOME A PEAK SALES PERFORMER

HIGHLY INTENSIVE AND ACTIVITY BASED THREE-DAY SALES
PERFORMANCE DEVELOPMENT TRAINING PROGRAMME

PATH TO BECOME A PEAK SALES PERFORMER

THIS TRAINING PROGRAMME IS DESIGNED TO PROVIDE HIGH PERFORMING, LOW PERFORMING, SLOW PERFORMING AS WELL AS NIL PERFORMING CATEGORIES IN THE SALES TEAM WITH THE ESSENTIAL COMPETENCIES, TECHNIQUES AND STRATEGIES TO UNDERSTAND THE SALES PROCESS AND HOW TO OVERCOME OBJECTIONS SO THAT THEY WILL CLOSE MORE SALES EXCEEDING THE EXPECTATIONS TO BECOME PEAK PERFORMERS.

PROGRAMME OUTLINE

This is an in-house training program which will be conducted at the client's venue or a venue arranged by the Skills Academy at client's request. Clients can choose the whole program or modules of it to conduct for their staff. However, in order to achieve the expected outcome of this program we recommend you to grant your staff full access to the whole 3 modules.

CHOOSE WHOLE PROGRAM OR MODULES FOR YOUR STAFF

DAY 1: 9.00 AM - 5.00 PM MODULE 100: BECOMING A PEAK PERFORMER

(101) Key Performer (102) Role of a Salesperson in an organization
(103) Consultative Sales Approach
(104) Know Your Market Place (Terrain) and How to Embrace the Change in VUCAV Market environment

DAY 2: 9.00 AM - 5.00 PM MODULE 200: GUIDING CUSTOMER JOURNEY AS AN ASSISTANT BUYER

(201) Taking Customer Journey Through Sales Process
(customize according to the distribution vertical)
(202) Customer Profiling & Customer Buying Psychology (203) Role of KPIs
(204) Personal Grooming & Branding

DAY 3: 9.00 AM - 5.00 PM MODULE 300: PERSONAL BRANDING AND PERSONAL EFFECTIVENESS

(301) Effective communication (302) Goal setting and planning for personal Development
(303) Lead Generation campaigns (304) Personal Growth & Self Leadership

PROGRAM DURATION

1. Full Program / 3 Days
2. Two Modules / 2 Days:
3. One Module / 1 Day

PROGRAM INVESTMENT

Your investment will be decided by the number of modules you choose for your staff and who will be providing the Venue, Facilities, Refreshments & Etc.

OPTION 1: Venue, Facilities, Refreshments & Etc. will be provided by the client

- Session Fee for Full Program (3 Days): 540,000 LKR (20% Discount Available)
- Session Fee for Two Modules (2 Days): 360,000 LKR (10% Discount Available)
- Session Fee for One Module (1 Day): 180,000 LKR

Maximum Participants: 50

The Session fees quoted above is applicable for the clients located 50 Km from Colombo. If the distance exceeds 50 Km, additional charges will apply and Skills Academy is always ready to offer you the best value option.

OPTION 2: Venue, Facilities, Refreshments & Etc. will be provided by Skills Academy

Investment = Session Fee + Cost of the Venue, Facilities, Refreshments & Etc.

Maximum Participants: 50

RESOURCE PERSON



Mr. Piyal Gunawardena

- Corporate Trainer & Senior Consultant
- PHD - currently reading for Doctoral Program, MBA – PIM (SriJ), B.A. Spe. (Hons)(Colombo), CIAM (LIMRA USA), PFA (LIMRA USA, Certified Moderator for Agency Training (LIMRA USA)
- 25 years' experience in Sales, Marketing, Business Development and Training in both local and multinational corporate entities in Sri Lanka
- Held diverse senior management roles in the capacity of Director, Chief Operating Officer and General Manager, in addition to other senior management positions.
- Possess extensive experience in project-based foreign assignments.

LEARNING METHODOLOGY

The interactive session, Syndicate tasks, Audio-visuals, Case studies, Role-plays, Assignments, presentations

PROGRAM PARTICIPANTS' PROFILE

Business Development Officers, Sales Executives, Tellers, Sales Advisors, Sales Assistants work in Branches and customer touch points

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