

Professional quotation follow-up

Seminar objectives

The participants will

- Know and avoid the typical mistakes – seen from the client's point of view
- Recognizing the differences between the Top - and Bottom salesmen
- Know and use the right sales strategies
- Be able to classify enquiries
- Be able to follow up quotations systematically and consistently
- Be able to do follow-up discussions and calls
- Know the Transactional Analysis
- Recognize their own impact and develop measures for personal improvement

Contents

- Typical mistakes in sales
- Differences in sales qualities
- Classification of offers
- Follow up quotations
- Follow up discussions
- Handling Objections
- Transactional Analysis



Methods

- Lectures
- Group work
- Spot training
- Role-play
- Feedback round

Organisation

- Target Groups
 - Sales representatives
- Period
 - 2 days