

Sales Presentations Workshop

2 day course

Are your client presentations always effective and exciting?

What is the course?

- a practical course for anyone whose job requires them to get on their feet and present their ideas to clients – paying customers or internal groups.
- designed for the needs of Sales Representatives, Sales Managers and anyone who wishes to enhance their competence in presenting to a group or selling on their feet.
- an integral part of all sales training programmes
- it can be offered as a 'one off' introductory course or a refresher
- comprises: classroom tuition, practical workshops, individual coaching and peer and instructor feedback

What are its objectives?

On completion of the course, participants will be able to design, construct and deliver a successful sales presentation.

What topics are covered?

All elements of the selling presentation:

- understanding the audience
- preparing to succeed
- a presentations making process
- verbal delivery
- audience contact
- movement & expression
- visual aids
- generating interaction
- handling difficult situations
- closing on commitment

I had always been terrified of speaking to a group of colleagues, let alone customers. I now have useful recipes for assembling messages. The coaching really gave me confidence. (Manager, Digica)

For more information call Oroza Ltd. 01276 300101 or email skills@oroza.com or visit www.oroza.com
