

Sales presentations workshop

2 day engagement

Are your client presentations always effective and exciting?

What is the programme?

- a practical experience 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 development programmes
- can be offered as a 'one off' introductory experience or a refresher
- comprises: classroom tuition, practical workshops, individual coaching and peer and instructor feedback

What are its objectives?

On completion, participants will be able to design, construct and deliver successful sales presentations.

What topics are covered?

All elements of the sales 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
- a template for quick and effective preparation

"I had always been terrified of speaking to a group of colleagues, let alone customers. I now have useful recipes for assembling messages." (Client manager, DIGICAI)

For information call Oroza Limited: +44 (0)1276 300101 email: skills@oroza.com or visit www.oroza.com

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