



PRESENTS

# JUST SALES

-SALES TALENT DEVELOPMENT



## **Background:**

National Banking institute Ltd. (NBI) an apex level banking and finance academy having conducted over 1500+ training programs presents a training programs for front line officers who faces customers queries and interacts with customers on a daily basis.

Just Sales- Sales Talent Development workshop target driven front line customer facing executives. The workshop attendees will learn step by step to ignite their personal sales performance by first comprehending basics of contemporary sales process. The workshop will feature key sales activities like pre-sales call planning, creating SMART objectives, opening the sales calls for rapport building, asking value driven questions, presenting the benefits, blocking the possible objections and effectively closing the sale. The workshop will also cover developing sales accounts with up-selling and cross selling opportunities and managing targets with robust sales pipeline.

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## Course Outline

<b>Duration</b>	One and Half Day
<b>Target Audience</b>	Customer Facing Relationship Managers and Business Development Managers with clear revenue targets selling variety of banking products and services.
<b>Program Takeaways</b>	<ul style="list-style-type: none"> <li>• Customer Facing Relationship Managers and Business Development Managers with clear revenue targets selling variety of banking products and services.</li> <li>• Assess individual selling style and adapt it to suit the prospects/customers.</li> <li>• Apply a proven sales structure and process for future sales opportunities</li> </ul>
<b>Contents</b>	<p>The changing characters of buyers and sellers.</p> <p>Managing Input Level KPIs to develop appropriate sales process and monitor future performance. Position Pyramid. Social Styles.</p> <p>Becoming a Sales Picasso. SPIN framework</p> <p>CIPC framework Value Driven Questioning sequence</p>
<b>Program Delivery</b>	Lecture, Discussion/interaction, case-studies, videos, group work and activities based on Engage, Activate and Reflect (EAR) model. Workshop Worksheets , Role Plays and experiential learning activities.
<b>Date, Time &amp; Venue</b>	<p>3rd May 2019, (2:30pm to 6:00pm) 4th May 2019, (8:30am to 3:45pm) Hotel Xenial, Biratnagar</p>
<b>Facilitator</b>	<p><b>Mr. Sunim Tshering Tamang</b></p> <p>Mr. Sunim Tshering Tamang is also a Sales and Marketing Institute International certified sales trainer (smiglobal.org) and Martin Thomson Associate master facilitator (experientiallearning.org) on experiential learning and specializes in enabling the sales team to learn and adapt sales process for sales effectiveness and has trained over 1000 of sales professionals and sales managers for adoption of sales process and improvement of personal sales skills.</p> <p>Sunim delivers Level 3 impact of sales performance trainings where there is a tangible impact on sales results and revenue performance.</p>

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## Program Itinerary

Time	Details
	Introduction
Day 1 1:30pm- 6:00pm	Session I <ul style="list-style-type: none"><li>• Business Buzz</li><li>• Buyers vs Sellers</li><li>• The new ABC of selling.</li><li>• Managing your sales KPIs</li></ul>
Day2	
8:30am - 10:00am	Session I Contd...
10:00am - 10:15am	Tea Break (15 minutes)
10:15am - 11:45am	Session II <ul style="list-style-type: none"><li>• Position Pyramid</li><li>• Buying Roles</li><li>• Strategic Sales Process (SSP)</li></ul>
11:45am - 12:30am	Lunch Break (40 minutes)
12:30am - 1:00pm	Session III <ul style="list-style-type: none"><li>• Social Styles</li><li>• Becoming a Sales Picasso</li><li>• CIPC and SPIN framework</li></ul>
1:00pm - 1:15pm	Tea Break (15 minutes)
1:15pm - 4:45pm	Session IV <ul style="list-style-type: none"><li>• CIPC and SPIN Framework cont'd</li><li>• Summary</li></ul>

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