



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

Duration	One and Half Day
Target Audience	Customer Facing Relationship Managers and Business Development Managers with clear revenue targets selling variety of banking products and services.
Program Takeaways	<ul style="list-style-type: none"> • Customer Facing Relationship Managers and Business Development Managers with clear revenue targets selling variety of banking products and services. • Assess individual selling style and adapt it to suit the prospects/customers. • Apply a proven sales structure and process for future sales opportunities
Contents	The changing characters of buyers and sellers.
	Managing Input Level KPIs to develop appropriate sales process and monitor future performance. Position Pyramid. Social Styles.
	Becoming a Sales Picasso. SPIN framework
	CIPC framework Value Driven Questioning sequence
Program Delivery	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.
Date, Time & Venue	15th March 2019, (2:30pm to 6:00pm) 16th March 2019, (7:30am to 2:00pm) Hotel Jal Mahal, Pokhara
Facilitator	<p>Mr. Sunim Tamang</p> <p>Mr. Sunim 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 1430 - 1800 Hours	Session I <ul style="list-style-type: none"> • Business Buzz • Buyers vs Sellers • The new ABC of selling. • Managing your sales KPIs
Day2	
0730 - 0900 Hours	Session I Contd...
0900 - 0915 Hours	Tea Break (15 minutes)
0915 - 1045Hours	Session II <ul style="list-style-type: none"> • Position Pyramid • Buying Roles • Strategic Sales Process (SSP)
1045 - 1115 Hours	Lunch Break (40 minutes)
1115 - 1245 Hours	Session III <ul style="list-style-type: none"> • Social Styles • Becoming a Sales Picasso • CIPC and SPIN framework
1245 - 1300 Hours	Tea Break (15 minutes)
1300 - 1400 Hours	Session IV <ul style="list-style-type: none"> • CIPC and SPIN Framework cont'd • Summary

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