



PRESENTS

JUST SALES

-SALES TALENT DEVELOPMENT



Background:

National Banking Institute (NBI) presents a training workshop for developing an internal "Sales Culture" for BFIs executives accountable for various banking products and services with assigned with business outcomes and specific targets.

Facilitated by an internationally certified "SMII Sales Trainer", this workshop stimulates the participants to build authentic relationship with buyers of various BFI products and services and will be an excellent platform for BFIs experiencing low close and high "no decision" rates.

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NBI mobile App on Android: NBI Nepal

Course Outline

Duration	One and Half Day
Target Audience	Executives with assigned business outcomes and periodic sales targets.
Program Takeaways	<ul style="list-style-type: none"> The participants will learn about effective value-based relationships with buyers and prospects and to develop high acumen for sales conversations to obtain buyer's agreement for advancing sales opportunities. The participants will learn to apply emphasis on efficiency and effectiveness through qualifications, deep discovery, problem solving and effective persuasions. The participants will understand the value of high win rates and learn about leading indicators that will determine the business outcome for the forthcoming business cycles for consistent self-mentoring and continuous development. The workshop will provide immediate useable tools, strategies to implement in the respective sales arenas. The participants will assess their current strengths, challenges and identify the areas of development using a personal development plan.
Contents	<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>
Workshop Methodology	Workshop is fast-paced, highly interactive, fun and participant centered. It includes videos, small and large group discussions, brainstorming, demonstration and practice, lectures, experimental activities and role-plays. The workshop is designed to create opportunities for individuals to analyze their current situation and difficulties so that the gap between training and real life situations is bridged with MTa Learning Arena.
Date, Time & Venue	<p>29th March 2019, (2:30 pm to 6:00 pm)</p> <p>30th March 2019, (9:30 am to 5:00 pm)</p> <p>NBI Hall, Kathmandu</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	
0930 - 1100 Hours	Session I Contd...
1100 - 1115 Hours	Tea Break (15 minutes)
1115 - 1245Hours	Session II <ul style="list-style-type: none"> • Position Pyramid • Buying Roles • Strategic Sales Process (SSP)
1245 - 1330 Hours	Lunch Break (45 minutes)
1330 - 1500 Hours	Session III <ul style="list-style-type: none"> • Social Styles • Becoming a Sales Picasso • CIPC and SPIN framework
1500 - 1515 Hours	Tea Break (15 minutes)
1515 - 1700 Hours	Session IV <ul style="list-style-type: none"> • CIPC and SPIN Framework cont'd • Summary

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SUNIM T TAMANG

Founder of Just Sales, Sunim Tamang strongly believes that facilitating a buying decision by keeping the buyer's interest first is a **best practice** for professional sellers instead of forcing the buyer for a decision.

Sunim currently heads Resonance Nepal for the country operations of Resonance Alliance Group; a global company specializing in deployment and management of Electronic Fund Transfer Point of Sales Terminals (EFTPOS) estate.

He 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.

Sunim delivers Level 3 impact of sales performance trainings where there is a tangible impact on sales results and revenue performance.

Professionally, Sunim has held numerous **sales leadership** position including DHL Express, IHG, Oberoi Hotels, GIZ and writes fortnightly column called **"Just Sales"** on evolving sales issues.

Essentially, good selling is a good selling!

-Neil Rackham

