



FUTURE OPTIONS

consulting for future

PREMIUM TRAINING

EFFECTIVE SALES AND BUSINESS DEVELOPMENT SKILLS

DATE: 10TH NOVEMBER 2016 TIME: 09:00 AM TO 5:00 PM VENUE: GRAND IMPERIAL HOTEL DURATION: ONE DAY

FEES: UGX 240,000 PER DELEGATE. 10% DISCOUNT WHEN THREE OR MORE DELEGATES ARE SPONSORED

DEADLINE: 7TH NOVEMBER 2016

TRAINING

Our sales and business development skills' training is designed to impart skills to your sales team on how to prospect and make high impact sales presentations, negotiate and close deals. The training will also enable the participants to understand the customer needs better, and provide skills on how to scope out the competition and position oneself for the greatest sales and marketing impact.

WHO SHOULD ATTEND

This training is intended for sales and marketing executives and supervisors who want to sharpen their sales and business development skills so as to enable them take advantage of market opportunities and aggressively expand the business.

BENEFITS OF THE TRAINING

At the end of the training the participants will be able to;

- Learn how to grow your sales volumes quickly and effectively.
- Learn what really counts in the sales process and understand how key account decision makers are motivated to make their decisions.
- Understand the importance of product /service differentiation and win business.
- Develop strategies for managing “difficult” and “demanding” clients.
- Learn techniques to influence and persuade.

TRAINING METHODOLOGY

The training sessions will be interactive including;

- Case studies.
- Presentations.
- Individual /group exercises.
- Relevant video clips.



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HOW TO PARTICIPATE:

Please contact Sam on 0781857764 | 0414231204/6

or send an email to careers@futureoptionsug.com

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