

## **Program Name: Advance Selling Skills (How To Become Salesman of The Year)**

MVLCO offers one full day training program on  
Advance Selling Skills (How to Become Salesman of the Year)

### **Program Overview**

Sales and marketing is the backbone of any organization, after achieving target sales person becomes a performer, but when you over achieve your targets that puts your career on fast track and you become a star performer in the organization and in the industry as well.

### **Workshop Objective**

This workshop will help you to over achieve & exceed your sales targets, improve your closing percentage significantly. Workshop is a power-packed program on "Advanced Selling Skill with Powerful Closing Techniques" and helps to reclaim the dormant & unused capabilities of yours.

### **Methodology**

- Power point presentation
- Interactive sessions
- Mock sessions
- Role plays
- Live demonstration
- Videos

**Delivery mode: Classroom Mode**  
**Duration: One Full Day**

**Advance Selling Skills**

### **Course contents (PAMPACS)**

- P - Prospecting (Qualifying leads)
- A – Approach (Telephonic appointment generation)
- M – Meeting (Presentation skill and rapport building)
- P – Probing (Uncovering needs)
- A – Analysis (Selecting appropriate product)
- C – Closing sales (Get the deal, price negotiation, objection handling)
- S – Service (Post sales service)

**To register for the course or to know more, please send an email to [info@mvlco.com](mailto:info@mvlco.com) or call +91-9764835350.**

### **MVL Consulting Private Limited**

**#17, Laxman Villa Condominium, Near Jog Hospital, Paud Road, Pune 411038 India**

**Telefax: +91-20-25466154, +91-20-25422874    Mobile: +91-9764835350**