

SALES TECHNIQUES FOR BOOSTING YOUR SALES PERFORMANCE FOR MANAGERS & EXECUTIVES



DATE

27th – 28th August 2025



TIME

9:00 AM – 5:00 PM



VENUE

ARMADA HOTEL,
PETALING JAYA



METHOD

FACE TO FACE@PHYSICAL
(PHYSICAL TRAINING)

COURSE HIGHLIGHTS

- SALES FUNDAMENTALS AND TECHNIQUES
- BUILDING A SALES MINDSET
- BUILDING THE RAPPORT AND TRUST
- QUESTIONING TECHNIQUES
- SUMMARY AND CONCLUSION
- SALES PSYCHOLOGY AND CUSTOMER INSIGHTS
- SALES COMMUNICATION SKILLS
- SALES PRESENTATIONS AND NEGOTIATION SKILLS
- HANDLING OBJECTIONS AND CLOSING THE SALE

**CERTIFICATE OF ATTENDANCE
PROVIDED**

ORGANISER DETAILS



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TRAINER
MR DESMOND TAY



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