

BUSINESS SOLUTIONS - ESSENTIAL BUSINESS SKILLS

SALES AND MARKETING SHORT LEARNING PROGRAMME: SALES TRAINING – DYNAMIC SALES PRESENTATIONS

ALIGNED TO SAQA UNIT STANDARD ID: 10074 - PRESENT A RANGE OF PRODUCTS OR SERVICES

Duration:
1 DAY PROGRAMME

If you're a sales or marketing professional, your job boils down to good communication. Creating and delivering an effective and engaging presentation is an incredibly important skill that usually starts with the marketing team and ends with the sales team. The real challenge is effectively creating and managing presentations when the content is always changing. You spend a lot of time tracking your leads, opportunities, and interactions. This workshop will show you how to use that information to really tailor your pitches.

Programme overview:

- Establish objectives for presenting a range of products or services
- Assess the internal and external sales environment
- Present a range of products or services

The following are included in the Course Fee:

Tuition, student support and research supervision, any assessments that may be completed	
Meals	
Certificate of attendance	
TOTAL	R 1250.00

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I, (student/payment sponsor), acknowledge that I understand the information stated in this document.

Date: Signature:

This Information Sheet forms part of your enrolment contract

The content of this information sheet is subject to change without notice due to legislation, market requirements or any other reason. ELMI reserves the right to change the programme subject matter without notice.

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