



SALES ACCELERATOR

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About the Programme

The sales accelerator course has been assembled to assist sales individuals and those working within teams to improve their sales skills, techniques, and strategies to achieve better results and accelerate their sales performance.

Creating a solid understanding of lead generation, the importance of presentation, as well as sales tools, will ensure that the attendees are able to deliver sales results reflective of their potential.



Course Topics Basic

- Sales fundamentals (principles of selling, customer psychology)
- Prospecting and lead generation
- Sales techniques and strategies
- Sales presentations and demonstrations
- Relationship building and customer management
- Sales metrics and performance management
- Sales psychology and overcoming challenges (developing resilience and managing rejection)

Course Overview

Programme: Sales Accelerator

Audience: All

Duration: 2 Day

Delivery Methods: VILT / Classroom (face-to-face)

Pre-requisites: Basic English

Accreditation: On Request

Certificate: IDM Certificate of Completion

Programme Type: Public / In-company

Minimum Participants: Five (5)

Investment: R5400.00 excl. VAT



Contact Us

35 Fricker Road, Illovo Sandton, Johannesburg, 2196



+27 10 012 3326



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enquiries@idm.ac