

PERSONALITY ENHANCEMENT TRAINING

Sales Skills

Master the art of selling, build lasting customer relationships, and close deals with confidence and professionalism.

3-Phase Program

Certified Trainers

500+ Students Trained

About the Course

Sales is more than just selling a product or service — it is about understanding customer needs, building trust, and providing the right solution. Whether you work in sales, business development, customer service, or entrepreneurship, strong sales skills can significantly improve your professional success.

This course is designed to help you develop the mindset, communication abilities, and practical techniques required to succeed in today's competitive marketplace — generating leads, building customer relationships, presenting value effectively, and confidently closing sales.

By the end of this course, you'll be able to sell with confidence, build trust with customers, and consistently achieve better sales results.

3

PHASES

5 Hrs

CONTENT

Live

INTERACTIVE

Yes

CERTIFICATE

Who Should Join

This course is ideal for students, job seekers, sales executives, entrepreneurs, business owners, customer service professionals, and anyone looking to improve their selling and communication skills. No prior experience needed.

What You'll Gain



Build trust and long-term
customer relationships



Improve persuasion and
negotiation skills



Close sales confidently and
consistently

Course Structure

Phase 01 · Sales Foundations & Personal Development

This phase develops the mindset and habits of successful sales professionals. You'll learn how attitude, discipline, and goal setting contribute to sales success while building strong prospecting and lead-generation skills.

WHAT YOU WILL LEARN

- Traits of successful sales professionals
- Everything begins with attitude
- Personal development for sales success
- Mission statement and goal setting
- Setting measurable personal goals
- Daily self-motivation techniques
- Organization and time management
- Building focus and persistence
- Understanding the sales pipeline
- Prospecting and lead generation
- Overcoming fear in sales
- Qualifying prospects, probing questions, and scripting

Phase 02 · Customer Engagement & Closing Techniques

This phase focuses on building meaningful customer relationships and presenting solutions that create value. You'll learn how to influence buying decisions and close sales naturally and professionally.

WHAT YOU WILL LEARN

- Creating benefit-focused sales presentations
- Natural and effective closing techniques
- Adding value to every customer interaction
- Relationship building and trust development
- Understanding different personality types
- Account-based selling
- Selling products and services effectively
- Creative and analytical thinking
- Understanding why customers buy

Phase 03 · Telephone Sales & Advanced Selling Skills

This phase develops your confidence in telephone selling, lead generation, and customer follow-up. You'll master professional phone communication techniques and learn how to convert conversations into business opportunities.

WHAT YOU WILL LEARN

- Professional telephone selling
- Characteristics of successful phone sales
- Lead generation and prospecting over the phone
- Writing and using effective sales scripts
- Handling objections confidently
- Securing appointments
- Effective follow-up strategies
- Managing voicemail, screeners, and gatekeepers
- Building strong customer relationships by phone

What Students Say

"The practical role-play sessions completely changed my confidence while speaking with customers. I now handle objections much more effectively."

Aditya Sharma

Sales Executive

"This course taught me that sales is about solving customer problems, not just selling products. My closing rate has improved significantly."

Priya Nair

Business Development Associate

Frequently Asked Questions

Is this course suitable for beginners?

Yes. The course starts with the fundamentals of sales and gradually progresses to advanced selling and customer engagement techniques.

Will I learn practical sales techniques?

Absolutely. The training includes role plays, real-life sales scenarios, customer interactions, and hands-on practice sessions.

Does the course cover telephone sales?

Yes. A dedicated phase focuses on professional telephone selling, prospecting, objection handling, and customer follow-ups.

Will I get a certificate after completing the course?

Yes. Participants receive a Certificate of Completion after successfully completing the course.

Ready to Boost Your Sales Performance?

+91 9036111000 | groomxfa@gmail.com | groomxfinishingacademy.com