

# Sales Training

Why is it that we update the software on our phones almost daily, but we never update our salespeople's skill sets. I am not referring to product knowledge; I'm talking about the "operating system" of your salespeople, communication, time management, process and mindset.

Sales have changed more in the last three years than ever before. Have your salespeople too? It is estimated that information double every twelve months and according to IBM it will double every twelve hours with the advent of the "Internet of Things."

Acquiring new business has become so important that companies will over-resource opportunities by sending all their best salespeople to the opportunities they must win. How will your salespeople fare against your competitors?

The future belongs to the competent...

Our sales training will equip your salespeople to cope with modern day challenges and help you create a self-managing sales organisation.

"I don't divide the world into weak and strong or successes and failures. I divide the world into learners and non-learners." - Benjamin Barber

**Date:** 22 May 2017 to 24 May 2017

**Time:** 08:30 - 16:30

**Venue:** Hollard Building, Johannesburg

**Cost:** R5,550 per delegate

**Date:** 05 June 2017 to 07 June 2017

**Time:** 08:30 - 16:30

**Venue:** Hollard Building, Johannesburg

**Cost:** R5,550 per delegate

For more, visit: <https://www.bizcommunity.com>