

Live Telephone Coaching

The psychology of selling, call scripts, role plays and sales models provide professionals with the essential knowledge and tools required to achieve high performance and results. But what is the solution when bad habits start to form, motivation levels dip and call time is at a premium?

“Action is the
foundational
key to all
success”

- Pablo Picasso



Celsius Training has designed the following programme to help provide additional value to our clients and enhance the sales performance of their teams through providing:

Bespoke coaching
Trainer evaluation and feedback
Tailored taught support

The Masterclass

To address the challenges that telesales people face, this full day programme will provide teams with structured one to one coaching, group support and refresher training. We cover:

- Identification of challenges
- Trainer observation and feedback
- One to one call support
- Actions and next steps to enhance performance
- Manager competency report and feedback

Takeaways

Wasted call time is a problem for all businesses, this programme will provide your team with feedback and support from our experienced sales coach in order to manage their call time more effectively. We only work with sales people within technology and so cater to the needs of this fast paced sector.