

Transitioning to Field Sales

Why do some field sales people seem to win nearly all the work? There can be little difference between the best and everyone else. But still they win.

“I’ll go
anywhere as
long as it’s
forward”

- David Livingstone



Small differences in...

Ability
Attitude
Systems and strategies

...Can lead to huge differences in results

The Masterclass

To help you address the real issues of moving from internal sales to a field sales role Celsius Graduate Recruitment is offering an interactive full-day masterclass in which you will be introduced to the Critical Success Factors for Sales People:

- The risk averse customer
- Communicating with the right message – value propositions, elevator pitches and the one word pitch
- Focusing on the best opportunities
- How customers buy
- Preparing for sales calls
- The sales call
- Proposals and prices
- Following up and time management

Takeaways

Delivered by our highly experienced trainers, this course gives participants everything they need to know to effectively transition to a field sales role, focusing specifically on the underpinning skills and knowledge that will lead them to achieving successful meetings, pitches and long term relationships with clients.