

Sales Institute Japan KK.

B to B Sales Training

Japanese

Objectives

- Ensure you and your team of Sales Professionals are effectively prepared to deliver the best possible outcomes from every customer interaction.
- The Sales Institute Japan's Sales Training programs have supported sales growth of up to 35%, and are based on best practices identified through 25 years delivering field sales coaching programs throughout Japan. This program will focus on the practical selling skills and tools needed to drive sales growth in any B2B selling environment.

Methodology

- Interactive Lectures
- Practical Workshops
- Role Play

Program details

- Objective Setting
- Planning your Customer Visits
- Controlling the Conversation
- Objection Handling
- Questioning Techniques
- Communication Techniques
- Recording Key Information
- Closing/ Getting a Commitment
- Sales Tool Development

Strong points

- Program tools and methodologies base on key success factors identified during 5,000+ field coaching and customer visit observations
- Practical methodologies, proven in 36 countries, including 25 years in Japan

Profile of the facilitator

Zane Inglis* is the Managing Director and Head Trainer of Sales Institute Japan KK. Originally from New Zealand, he has been doing business in Japan since 1995. Zane has over 25 years experience in Sales, including 10 years delivering Sales focused training and consulting projects for multinational organizations in Japan, including a number of large French MNEs.

* The facilitator has been changed (updated June 2018)

Testimonial:

"Zane Inglis is a powerful key to unlock your sales team real potential... he will give invaluable insights for your Sales Director on how to drive his/her team more efficiently and effectively".

Denis VERGNEAU, President and Representative Director, Valrhona Japan

Training company

Sales Institute Japan KK.

Date

September 26th, 2018 (Wed)

Time

9:00-17:00

Place

CCIFJ

Language

Japanese

Target participants

Sales Focused Business Leaders, Sales Managers, Sales Trainers, Field Sales Professionals

Price

50,000 JPY (tax excluded)