

How to win customers and make more sales.



Great results simply delivered

“Nothing happens until somebody sells something”

As the market becomes tighter and tighter, achieving your sales targets and making customers happy could determine your future in the or the very survival of the business.

To help you win customers and make more sales, we have put together the most practical and proven strategies that will put you in top form and keep your clients asking for more.

This unique program will equip you with a proven system that is customizable to suit your personality and strengths. It reduces every selling situation to a four-stage process, which eliminates all anxiety and guesswork, giving you full confidence to handle every sales situation. Even the most shy ones come out fully charged to make more sales.

This is not a lecture. It’s a personalized coaching session to convert your personality and strengths into a magnet for attracting and converting clients.

The program is seven one hour online sessions with the coach, followed by your on the job implementation prior to the next session.

Who should attend:-

1. All who need to make a sale for the company
2. Salespeople who need to refresh their skills.
3. Other business people who need more sales.

This Program will enable you to:

1. Confidently execute the process of selling.
2. Develop a professional sales personality.
3. Recognize selling as a way of life.
4. Get proven tools to excel in creating sales.
5. Create your system to make clients happy

Program content

- Why clients buy and how to help them buy
- How to develop a successful sales personality
- How to achieve ambitious targets
- How to manage time profitably
- How to generate leads & qualify them
- Customer needs and preparing for the sale
- Dramatize presentation & handle Objections
- Win-Win Negotiations
- Customer Relationship Management systems

The Lead Coach is Njeru Zakayo, an internationally Certified Business Coach, who started out as a frontline sales maker and sold his way up to the top, leading high performance teams in East Africa over the last 20 years.



Email: info@saleshouse.co.tz or Call **0768 014155**, to reserve your slot @ Tzs 10,000 per session, or book an in house program for your team.