

Overcoming Sales Objections & Close More Deals

09 November 2022 02:00 PM - 09 November 2022 05:00 PM

Brief Overview:

These days customers have many options available for research before making a buying decision. A well-prepared customer may ask more questions to the sales person during the sales conversation. Many salesperson dislikes when challenged dealing with objections and thus miss closing deals, because they don't know how to use objections to their advantage.

The fact is that objections are good. Objections indicate interest. And successful sales have twice as many objections as unsuccessful sales.

In this Close and Objection handling training you will learn How to handle objections effectively, you should hear them out completely, without interrupting. Remember, listening builds trust, even with objections.

Session content:

- 1. 3 reasons why salespeople fail to overcome objections
- 2. 6 Main Categories of Objections
- 3. Using objection to progress the sales
- 4. 3 F model to defuse any objection
- 5. "LAARC" Technique to overcome sales objection – even price
- 6. Closing commitment form the customer

For Whom:

- Sales Managers, Business Development Managers, Regional Managers, Account Managers, Sales Representatives, Sales Engineers, Field sales representatives, Inside/Outside Sales Teams, Sales & Marketing Support teams, Sales Professionals, Business owner, Entrepreneur, Consultants, Behavioral Trainers,& Freelancers

Anyone who want to grow their business and increase sales.

Key Takeaways:

Identify the key elements of objection handling process

Anticipating and preparing for objections

Differentiate between real objection and a stall.

Remember that “pricing objections” are really about conviction and value

Own the process and maintaining control.

Facilitator profile:

Mr Rohit Kashyap

Mr. Rohit Kashyap is a professional salesperson and a passionate trainer, has over 25 years of demonstrated excellence in Sales, Leadership development of executives and teams. He has held key leadership level positions in small to medium-sized companies prior to graduating into his roles as consultant and coach.

A sales growth expert his mission is to help 100K sales, where people feel proud of being in a sales profession. Having an exposure to facilitate the workshop for different nationalities like Denmark, Poland, Finland, Germany, China, Malaysia, Egypt, Singapore Indonesia & US.

Certifications and Training

Certified NLP in Sales

Successful Negotiation

Certified TEIQ Practitioner

BELBIN Team Roles

Myers-Briggs Type Indicator (MBTI)

Occupational Personality Questionnaire (OPQ32r)

Certified Trainer for “Situational Leadership II”

Hogan Certified Practitioner

E-DISC Accredited

FIRO-B Certified

Professional Retail Management Course (PRMC)

Fee Details:

- **Fee Details**
- Member amount : Rs 800.00- (Including 18%GST)
- Non Member amount : Rs 1000.00- (Including 18%GST)
- Total Member count :