

Remote Sales Programme

Whether you need to upskill your remote sales teams to deliver proactive or reactive sales campaigns, our Remote Sales Programme will equip your team to excel in a remote sales environment.

Remote selling requires a unique blend of technological savvy, expert communication skills and the ability to build rapport quickly and effectively.

Our carefully tailored programme has been designed to develop the skills your sales team need to succeed. The Programme explores how to identify target customers, engage new customers, communicate value and effectively close the deal.

If you want reliable Remote Sales Training that is proven to deliver results and impact your organisation's bottom line, this is the Programme for you.



Who

Remote and Inside
Sales Executives



Format

Face-to-face
Virtual workshops
Self-study



Duration

1 month programme
20 hours

Programme Objectives

This programme will develop, refine and grow the skills of your remote sales team. As a result of attending this training, participants will be able to:

- **Understand remote selling**
Be clear about the role of a remote sale person - how to build skills at communicating and engaging with customers remotely
- **Sell confidently in a virtual environment**
Develop key skills to get past the gatekeeper and use the MAN model to reach the right person in the organisation of target customers
- **Communicate value**
Prepare for sales calls and receive a detailed introduction to a framework for refining, delivering and communicating value
- **The process for a successful sales call**
The steps to prepare for a sales call, objection handling and effective closing and follow up of sales calls

Our Solution

PREPARE

ENGAGE

ADVANCE

Role and skills

- The challenges of selling remotely
- Translating off-line sales skills to the virtual sales environment
- The role and key skills of a successful remote sales person

Preparation

- Market conditions
- Getting to the right person – MAN model
- Active listening and questioning using the SCORE model

Building rapport

- Selling confidently in a virtual environment
- Practical tools for connecting and building rapport virtually
- Getting your body language right

Value
communication

- Introduction to a value communication framework
- The value of stories and how to influence buyer behaviour
- How to add value during every interaction

Close the deal

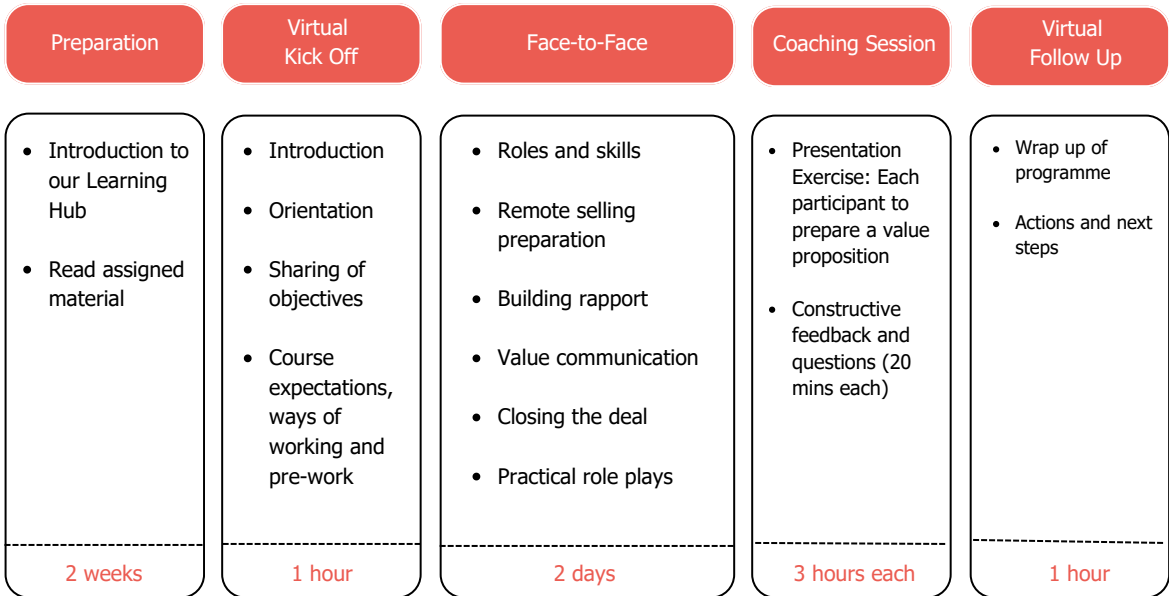
- Overcoming objections virtually
- Techniques for instilling a sense of urgency
- Getting to Yes as quickly as possible

Key Benefits of the Programme

- Fully customisable to the specific and unique needs of your organisation
- Easily adaptable to run for new teams or mixed groups
- Can be run in multiple languages via our global network of expert trainers
- Focused on building skills and confidence to maximise the success of your remote sales staff
- Rooted in practical application and real remote sales cases, tailored to your organisation

The Learning Journey

As experts in the science of learning, we’ve carefully designed our Remote Sales Programme to ensure the most interactive, engaging and insightful learning experience. Led by our expert trainers, a typical Remote Sales training journey lasts one month and includes face-to-face training, virtual workshops and self study.



Why Train with us?

Our customers tell us that we are different and that working with us is different too. Here’s what sets us apart:

- **We customise all our solutions:** We pride ourselves on developing fully tailored solutions for each and every client
- **We have global expertise:** Our specialism is rolling out global programmes in 20+ languages
- **We are dedicated to changing behaviour:** Our solutions are not about delivering content, our aim is to change behaviour so that people behave differently & improve performance
- **We are transparent and open:** We’re good at building long-term client relationships because we are friendly, approachable and have a transparent approach to pricing.



People
Development
Specialists

Business Linked Teams is a global people development company headed by Samantha Caine, FCIPD. We empower development and enhance capability through bespoke learning solutions and carefully curated change initiatives.



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