

sales

acta.





Gain more control
over every sales
conversation



Ask the right questions
and uncover real
needs



Handle doubt and
resistance more
effectively



Guide conversations
towards decisions



increase your conversion
rate without applying
pressure

What makes sales training an absolute must?

Maybe you are a natural-born salesperson. Maybe you are not. But one thing is certain: your sales efforts can always generate more results than you currently believe possible.

In this interactive training, you will discover how to generate more revenue from your clients, from the very first impression to the final handshake.

You will learn to understand their drivers, discover how to convince them more effectively, and become skilled in every stage of the sales conversation.

What will you learn in our training?

- Fundamentals of communication
- Asking the right questions
- Active listening
- Positive programming
- Interpersonal relationships
- Assertiveness
- Handling criticism
- Approach strategie
- Customer mapping
- Telephone prospecting
- Preparation
- First contact
- Presentation skills
- Presenting your company
- Convincing a group
- Presenting a proposal
- Price negotiations
- Handling objections
- Communicating decisions
- Closing techniques
- Complaint handling
- Partnership conversations
- Internal persuasion
- Networking



About acta

Acta is a close-knit team of trainers who are passionate about sharing their expertise with clients. They are professionals with years of experience and up-to-date knowledge in their respective fields. Every one of them is a driven coach who inspires, motivates, and encourages people to take action. Their mission is only accomplished when training leads to real behavioural change.



Contact us

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