



Telephonic Sales Training

For Trainers, Operational Managers & Coaches

**Exclusively Designed to
Train New Telesales Executives**

50 Slides

07 Sections

ICARIANS

2024 version

DESIGNED & DEVELOPED FOR

- Corporate Trainers
- New Managers & Team Leads
- Organisational Development Coaches
- Operations Managers
- Aspiring Trainers and Managers
- Freelance Training Consultants



Let's Look inside

Content Topics

1. Understanding Telephonic Sales

2. Tele-Sales Process

3. Sales Process

4. Buying Process

5. Handling Challenges

6. Buying Signals

7. Closing the Sale

Key Highlight



50 Slides

White labelled
and completely **Editable**

Let's look at some Screenshots



Telephonic Sales

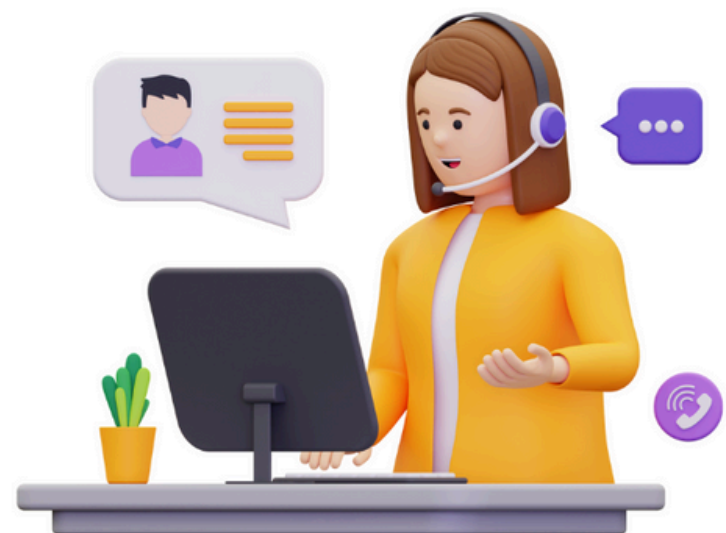
Start Presentation 



Why use it -

Telesales is used because it offers several advantages:

- Cost effective
- Fast
- Controlled



Telesales Process

- The Selling Equation
- Telesales Process
- Telephone Technique
- Managing First Impressions
- Managing the Call
- Voice & Attitude

Buying Process

- Why People Buy
- Why People Don't Buy
- Features and Benefits

Buying Signals & Closing The Sale

Buying Signals

Closing the Sale

Types of Close

Framing the Close

Pitfalls in Closing

Effective Closing Techniques

Closing the Sale

Timing is important

- You can only close the sale if you have convinced the customer that what you are offering is absolutely the best solution for them and then ask for the order
- If you ask for the order before proving that your solution is best then you will start to build resistance



Objectives

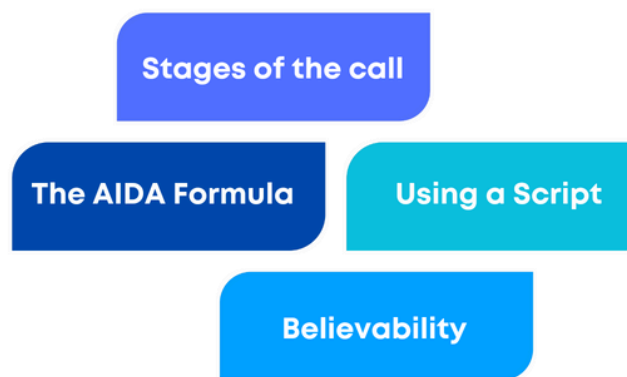
- Identify the main obstacles to effective Telesales
- Understand the nature of the process behind successful Telesales
- Understand a range of techniques that can be applied in Telesales
- Use these techniques to build an effective Telesales process capable of delivering real results
- Explain the benefits of having an effective Telesales process that is implemented and supported by the organization



Telesales Process

- The Selling Equation
- Telesales Process
- Telephone Technique
- Managing First Impressions
- Managing the Call
- Voice & Attitude

Sales Process



Creatively Designed

Selling over the Phone

Telephonic Sales

Start Presentation →

Closing the Sale

Timing is important

- You can only close the sale if you have convinced the customer that what you are offering is absolutely the best solution for them and then ask for the order
- If you ask for the order before proving that your solution is best then you will start to build resistance



Measuring Turnover - Separation

$$\frac{\text{Number of Leavers}}{\text{Number of Employees}} \times 100$$

$$\frac{15}{100} \times 100 = 15\%$$

Why use it -

Telesales is used because it offers several advantages:

- Cost effective
- Fast
- Controlled



4 Stages of the Sales Call

The Opening

The Presentation

The Closing

The Departure



For Trainers, Managers, Team Leads
and Aspiring New Managers

Available to Download




Telephonic Sales Training PPT

7 Sections

₹1495.00

50 Slides

~~₹3895.00~~



For any questions or
samples, click the
link below

 [+91-8585-966-966](tel:+91-8585-966-966)

 TRAINERS@ICARIANS.NET