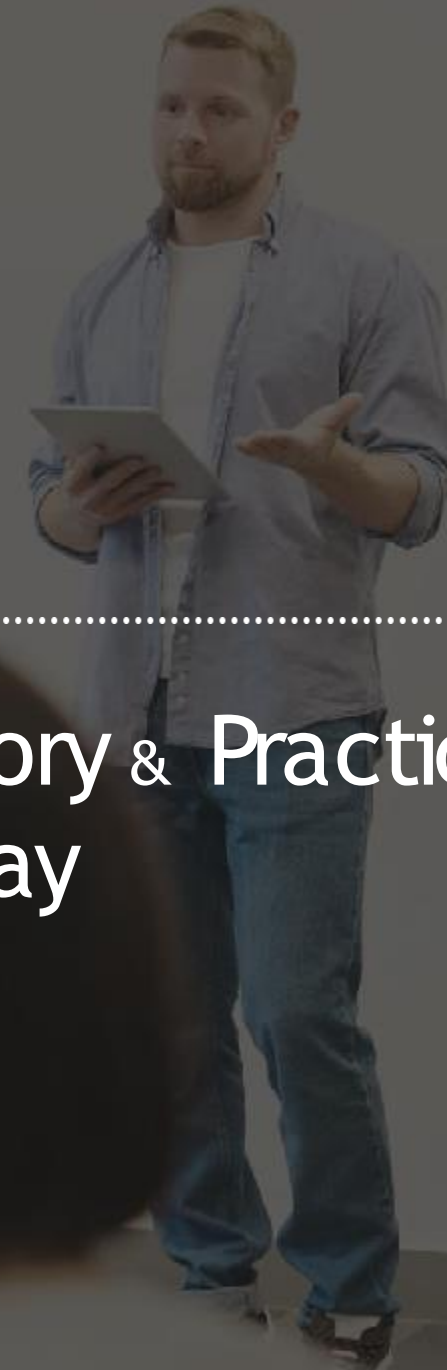


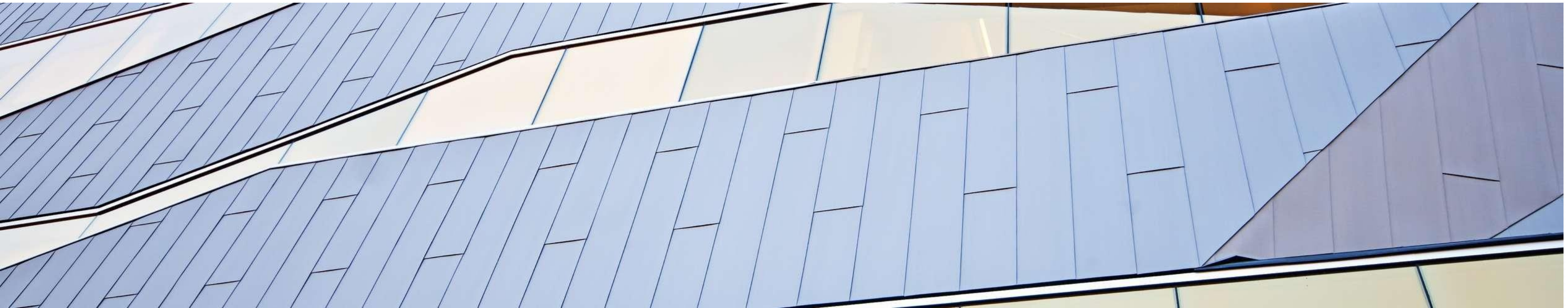
Business Development Skills

.....
Theory & Practical
1 Day



Expect to Learn

- Who is it for?
- Course Details
- Career Path
- Requirements



Who is it For?

Ideal for:

- Salespeople
- Account directors
- Managers and executives nurturing business relationships



Course Details

This one-day course is designed to provide a structured approach to Business Development conversations, from creating a great first impression through to building strong business relationships focused on trust and results.

Providing participants with an environment that will empower them whilst developing their skills to act as a catalyst for effective partnerships between employers and employees rewarding dedication, commitment and effort by the provision of best-in-class training committed to fulfilling clients' needs and managing the expectations of both learners and employers working in accordance with best practice Celebrating the success of others.

Our training programs are designed to empower learners, enabling them to achieve their educational and career goals. We build bright futures by facilitating participants with the skills to bring about a unique combination of benefits for themselves and their employer.



Course Content

Key points will consist of:

- How to create rapport, empathy and long-term profitable relationships with clients.
- Creating a great first impression and professional opening to conversations with new or existing clients.
- Demonstrate how to listen effectively and to ask questions to uncover customer needs, challenges and opportunities.
- Creating a structure and mapping out a process to deal with the common client objections.
- Making the most of networking.



Career Path

Sales
Executives

Account
Directors

Key Account
Managers

Accounts
Executives

Sales
Managers

What are the Course Requirements?



There are no prerequisites or entry requirements.

Awarded By



Course Attendance Certificate by Acudemy.



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6 Training Venues

