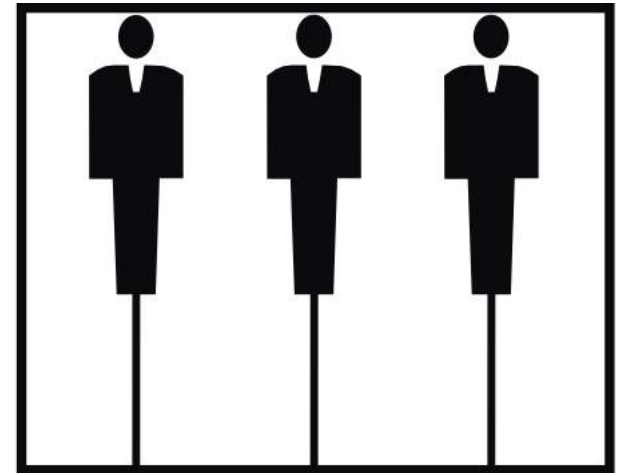


# ART OF SELLING

- Face to Face and online sales training workshops, for all ages and types of salespersons, across industries, across verticals and across B2B and B2C customer segments
- Sales Process Consulting; Go to market strategies

[WWW.SALEZART.COM](http://WWW.SALEZART.COM)



SALEZART<sup>™</sup>

# ALL TRAININGS REQUIRED IN THE JOURNEY OF A B2B SALESPERSON



Managing Self	Managing Customers	Managing Business
<ul style="list-style-type: none"> <li>✓ Sales Etiquettes</li> <li>✓ Time Management</li> <li>✓ Personal hygiene &amp; health</li> <li>✓ Attitude &amp; Body Language</li> <li>✓ Written and Verbal communication Skills</li> <li>✓ Listening Skills</li> <li>✓ Questioning and Probing Skills</li> <li>✓ Analytical Skills – Analyzing Data effectively</li> </ul>	<ul style="list-style-type: none"> <li>✓ Understanding Customer needs</li> <li>✓ Effective Sales Pitch</li> <li>✓ Selling Benefits rather than features (FAB)</li> <li>✓ Building &amp; Managing Relationships</li> <li>✓ Handle Objections</li> <li>✓ Handle Competition</li> <li>✓ Effective Proposals</li> <li>✓ Key Account Management</li> <li>✓ Handling larger Opportunities</li> <li>✓ Closing Techniques</li> <li>✓ Negotiation Skills</li> </ul>	<ul style="list-style-type: none"> <li>✓ Target &amp; Business Planning</li> <li>✓ Pipeline/Funnel Management</li> <li>✓ Demand generation activities</li> <li>✓ Follow-ups</li> <li>✓ Leveraging other functions</li> <li>✓ Commercials</li> <li>✓ Response &amp; Resolutions</li> <li>✓ Thinking out of the box</li> </ul>

Face to Face



Live Webinars



24X7 Learning thru Salezart App



# ALL TRAININGS REQUIRED IN THE JOURNEY OF A B2C SALESPERSON



Managing Self	Managing Customers	Managing Business
<ul style="list-style-type: none"> <li>✓ Sales Etiquettes</li> <li>✓ Time Management</li> <li>✓ Personal hygiene &amp; health</li> <li>✓ Attitude &amp; Body Language</li> <li>✓ Written and Verbal communication Skills</li> <li>✓ Listening Skills</li> <li>✓ Questioning and Probing Skills</li> <li>✓ Analytical Skills – Analyzing Data effectively</li> </ul>	<ul style="list-style-type: none"> <li>✓ Welcoming customers</li> <li>✓ Discovering customer profile</li> <li>✓ Demonstrations that WOW</li> <li>✓ Probing and understanding Customer needs</li> <li>✓ Selling Benefits rather than features (FAB)</li> <li>✓ Handle Objections</li> <li>✓ Handle Competition</li> <li>✓ Closing Techniques</li> <li>✓ Upselling and Cross-selling Techniques</li> <li>✓ Gathering Customer Data</li> </ul>	<ul style="list-style-type: none"> <li>✓ Demand generation activities</li> <li>✓ Follow-ups</li> <li>✓ Commercials</li> <li>✓ Response &amp; Resolutions</li> <li>✓ Thinking out of the box</li> </ul>

Face to Face



Live Webinars



24X7 Learning thru Salezart App



# SALEZART LMS – 24X7 LEARNING

TRAIN, ASSESS, CERTIFY, ENABLE SALESPERSONS 24X7



Subscription based access to relevant training content in English and Vernacular Languages

- Any number of courses with topic wise modules as per business requirement
- Assessments/Quizzes for each module
- Video and PPT format modules
- Offline mode (downloadable within app)



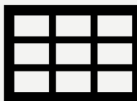
Webinars on demand

- Live webinars with interactive tools
- Delivered securely thru Salezart App. No need for any 3<sup>rd</sup> party software



My Challenges

- Gamified quiz competitions to test knowledge levels and find out your top employees who have the best knowledge retention



Reports and Analytics

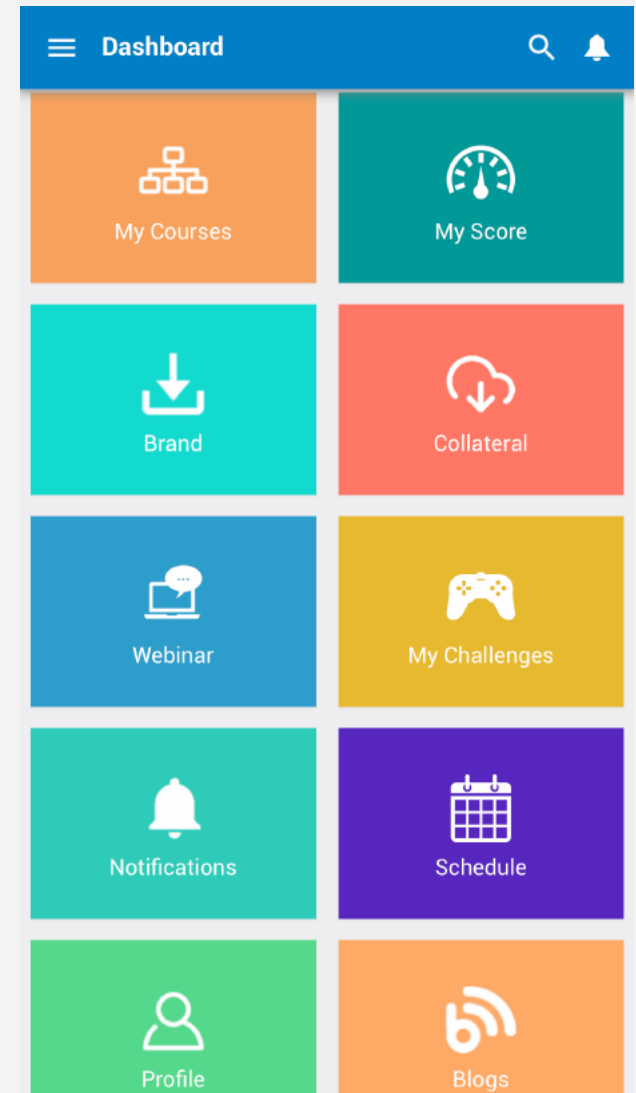
- Regulars MIS reports on user learning progress
- Detailed analytics on usage and behaviour
- User can track self and peer progress



Dedicated Helpdesk

- Dedicated helpdesk for user support and administration

More than 4000 users across 100 plus cities are using SALEZART LMS through Android & Apple Smartphones and Windows PCs



# CREDENTIALIALS

FORTUNE 500 CORPORATIONS, TOP INDIAN COMPANIES

Partial list of organisations, whose salespersons have been trained by Salezart



Training and transforming salespersons since 2012

More than 15000 salespersons trained

Panel of industry best sales trainers

Proven training techniques and methodologies

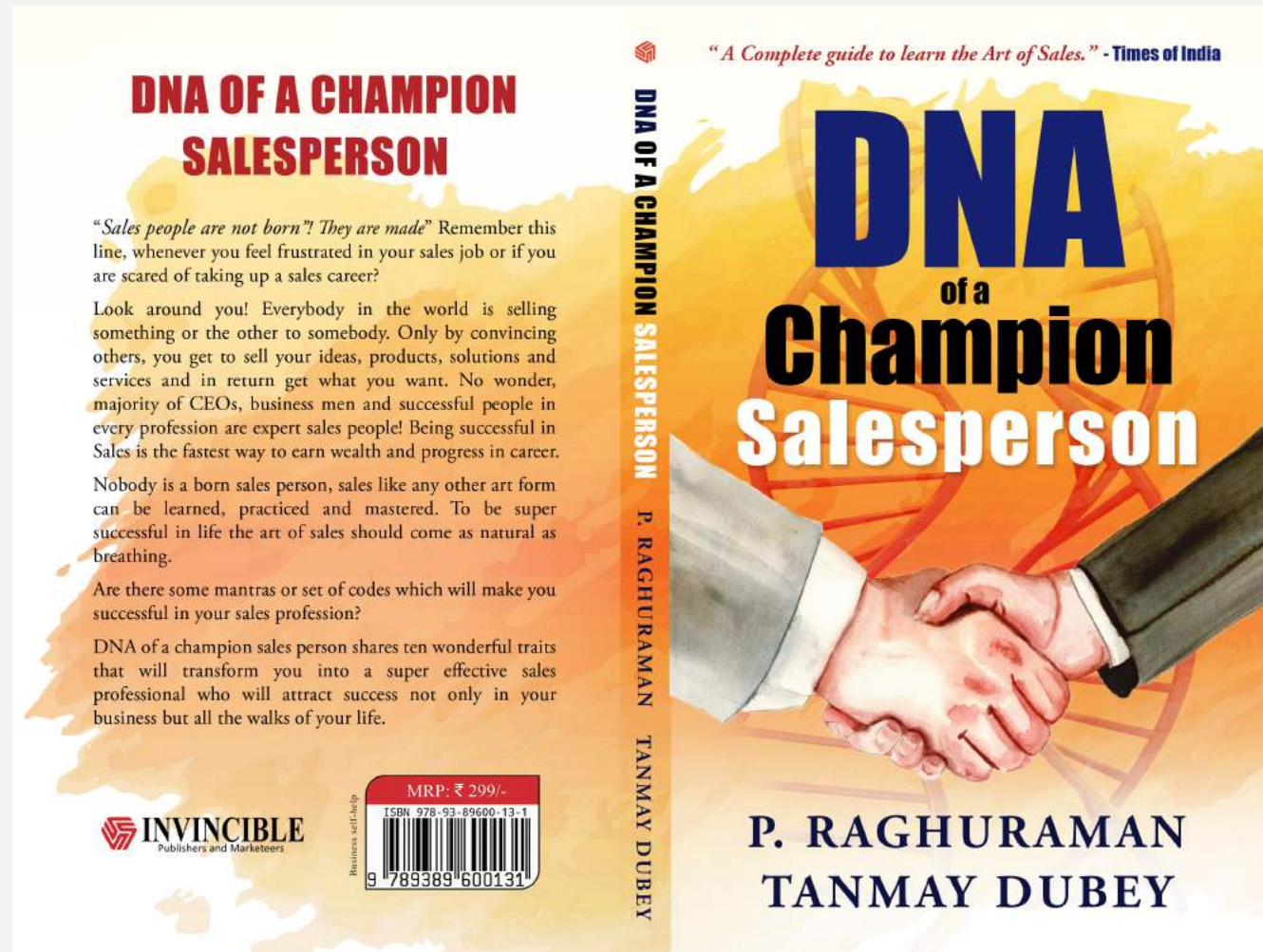
Live Roleplays, Exercises, Pre and Post Assessments

Online F2F interactive Webinars - Tried and Tested

SALEZART LMS APP for skilling Salespersons 24X7

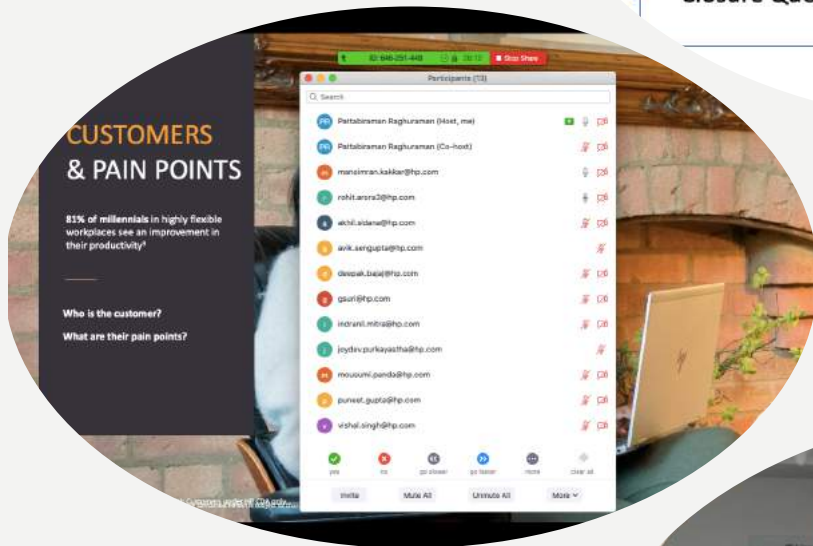
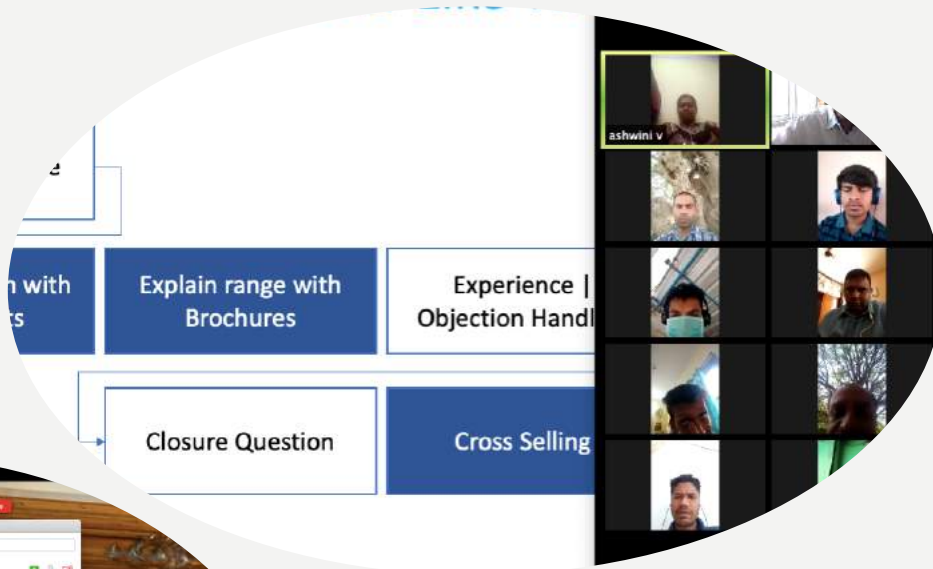
# CREDENTIALS

LED BY P RAGHURAMAN, BEST SELLING AUTHOR, AND SALES GURU



**“A Complete guide to learn the Art of Sales” – Times of India**

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