

realise the potential of your business



attract, develop, retain



**DST** people4business

## Professional Sales Skills Training



“ *You lose with potential. You win with performance.* ”  
Bill Parcells

“ *Good is not enough if better is possible.* ”  
Unknown

- Are you generating the sales revenue you should get?
- Are your sales people able to deliver sustainable sales success?

**DST** people4business offers a practical answer

**DSTpeople4business offers a practical flexible solution to increase your ability to gain and grow customers and increase sales value**

- A process to identify sales skills and competency gaps
- Training modules addressing your specific sales context & challenges
- Proven techniques
- Sales confidence

**DST** people4business

Professional Human Resource Management Solutions to support business success

Australia - Melbourne (HO), Adelaide, Brisbane, Sydney, Ballarat, Bendigo, Geelong – [www.dstpeople4business.com](http://www.dstpeople4business.com)



## Professional Sales Skills Training

- DSTpeople4business provides affordable packaged HR tools. The Professional Sales Skills training packs assist business owners and organisation leaders to build the sales culture they want.
- From sales skills fundamentals to advanced sales techniques, business to consumer or business to business situations, DST Sales Skills Training solutions enable your team to bridge their competency gaps and perform at a higher level.
- DST Associates are mature business people who have experienced first hand the pressures and joys of running a business. They are committed to making HR management easier, cost effective and more likely to produce the right outcome.
- **DSTp4b HR Management** integrated solutions allow you to build a solid base to manage your people using integrated HR information and processes.



### How it works

1. Review current sales performance, issues & challenges
2. Understand staff perceptions & process effectiveness
3. Design a tailored programme, remedial or proactive as required
4. Workshop sales fundamentals
5. Advanced skills workshop options\*
6. Review & recommendation
7. Ongoing sales performance monitoring & coaching

\* You choose how much help you want, from basic to complete sales skills training, depending on your business context/ resources.

