



PROTEUS

Online Learning

Flexible learning at its best!

CREATING A CULTURE OF SELLING

Everyone A Salesperson



proteus
LEADERSHIP

creating great leaders

Online Learning Program

Program Overview

This program has been designed to assist individuals and teams create and embrace a culture of selling. It also looks at how the sales process can be conducted in a highly 'functional' way and indeed be one of the most powerful and positive activities in our organisations.

Each participant will have a greater understanding of their own role as a salesperson, as well as the sales process and how they can personally adopt a more functional approach to selling.

Participants will produce an action plan of specific strategies and ideas to proactively create a culture of selling in their teams and workplaces.

Participants will become more confident in their responsibilities as a salesperson through gaining new knowledge, skills and strategies to assist them sell functionally and authentically.



Topics

Topic 1 We Are All Selling Something

Topic 2 Creating A Culture Of Selling

Topic 3 The 3 Step Sales Fundamentals

Topic 4 A Better Way To Sell

Topic 5 Practices Of Exceptional Sales People

Topic 6 The Traditional Sales Process

Topic 7 Behavioural Styles

Topic 8 The ORDER Model

Topic 9 Your 4 Competitors

Topic 10 Handling Objections



Online Learning

This workshop is offered as an **online learning program**.

This **self-paced** option puts the individual in control of their own learning whilst still offering the same level of interaction, resources and content as our face to face or virtual workshops.

Online learning is perfect for people who work full time, lead busy lives or like to learn in a flexible way that allows them to choose when and where they want to complete training.



Interactive Manual

Certificate Of Completion

Digital Badge

Investment Online Learning Program

Self-paced Program

Participants can commence the program at any time throughout the year.

\$295 per person + GST

Group Bookings

Why not purchase a **Group Package** where multiple staff members can learn at their convenience? Email us today to discuss options: online@proteusleadership.com or call us on: **1300 219 903**

In-house

All of our programs can be conducted as virtual or face-to-face **In-house programs**. Proteus can also customise an **In-house program**, tailoring it to your company's needs. Contact our team to discuss your requirements on: **1300 219 903**

Cancellation Policy: Payment is required before the commencement of training. All payments within 7 days of the program date must be paid by credit card or direct debit. Refunds will not be given within 7 days of the program date. Transfers to another program date or a replacement person, can be made up to 48 hours prior to the program, if submitted in writing. No refunds or transfers can be made after this time. Proteus Leadership reserves the right to change the facilitators/speakers or the advertised price.

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