

## **Sales Training for Beginners:**

Sales is the most important business skill, yet it is never taught in schools, colleges, or even MBA programs. This **Sales Training for Beginners training program** is designed for freshers to mid-level sales professionals to make them ready and get their best performance.

Multiple studies confirm when basic sales training is provided upfront, sales professionals demonstrate greater confidence, approach customers more effectively, and win sales at higher rates.

## **Introducing the Sales Training Program for Beginners**

Whether your sales team consists of freshers stepping into their first role or mid-level professionals looking to sharpen their edge, this sales course for beginners is designed to help them sell better, meet customer expectations, and grow into high-impact contributors.

This program is built with one clear goal: to transform participants into sales superstars.

## **Complete Course Curriculum**

1. Importance of the sales function within an organization
2. Inspiring success stories of sales professionals
3. How to prepare yourself to become a successful sales superstar
  - a) The mindset
  - b) The skillset
  - c) The toolset
4. First things first , relationship-building exercises to be successful
5. How to present yourself with confidence and professionalism
6. Building the mindset of a high-performing sales superstar
7. Proven tips and methods to build customer relationships quickly
8. How to position your product and services
9. The 5 powerful questioning techniques that uncover real customer needs
10. The 7 sales skills essentials
11. How to handle rejection and confidently move to the next opportunity
12. Objection handling , turning resistance into conversation
13. Price negotiation strategies
14. How to close a deal , proven sales closure methods that feel natural, pressure-free, and customer-friendly
15. Sales discipline and routine , reporting, CRM usage, and habits of consistent performers
16. How to leverage digital tools to sell smarter and reach further
17. Building a champion mindset that sustains performance long after the training ends
18. Different types of selling , customized to your organization's specific context and industry
19. When to apply consultative selling versus quick-close methods and how to read the situation

20. Summary session and practical worksheets to reinforce every concept covered

### **About the Trainers:**

This program is delivered by experienced sales leaders who are passionate about sales and passing the years of acquired knowledge to the newcomers.

The trainers will naturally give them the confidence, real-world case studies, removing the fear, how to handle the tough situations.

Usually , Most of the beginner-level sales training programs are handled by soft-skill trainers in the industry who have a vague idea about sales and have not even done one sale in their life.

GreatWorks Sales Training Program for Beginners is curated by sales professionals who have more than two decades of frontline experience .Only real-world sales experience gives great confidence to all participants.

### **How This Program Is Delivered**

This course is completely experiential , built on live interactions, role plays, and practical worksheets. There are no passive lectures. Every session is designed to simulate real-world selling scenarios so participants walk away with skills they can apply immediately.

### **What Participants Gain**

Upon completing this sales training program, participants will feel genuinely confident about selling, arrive fully prepared to deliver better productivity, and carry a professional approach that meets and exceeds customer expectations.

### **Add-On: Post-Training Coaching Support**

Learning doesn't end when the program does. The optional follow-up coaching add-on ensures that every participant's learning is reinforced, embedded into daily behaviour, and converted into consistent on-ground results , not just a workshop memory.

Organizations looking for long-term and calendar training programs can reach out to us for continuous training programs.

## **100% Money-Back Guarantee**

Confidence in this program is absolute. If the course is subscribed along with the 3-month coaching schedule and your organization does not see measurable results, the entire program fee will be refunded , no questions asked.

A complete, risk-free investment in your team's sales capability.

## **Program Details**

**Duration:** One or two days, depending on team size

**Course Fee:** Available on request | Special discounted pricing for MSMEs

**Get in touch today. Come, let's build a high-performing sales team.**