Mindluster Platform

About the course Strategic selling skills

Course Presenter : Patrick Dang

Sales Skills - Sales Strategy course is designed to enhance your sales capabilities and develop a solid understanding of effective sales strategies. From prospecting and relationship building to negotiation and closing techniques, this course equips you with essential skills to drive sales success. Learn how to analyze target markets, create compelling value propositions, and develop a comprehensive sales plan. Join us to master the art of sales strategy, refine your communication skills, and achieve your sales goals. Boost your confidence and excel in the dynamic world of sales. Patrick Dang

Marketing Category's Courses

Course Lesson(62)

Lesson 1 : **Sell Me This Pen How To Sell Anything to Anyone Best Answer**

Lesson 2 : **Best Cold Call Opening Lines How To Start a Cold Call**

Lesson 3 : **How To Run A Discovery Call Strategy Session**

Lesson 4 :
How To Close Sales Over The Phone 3 Phone Sales Techniques To Sell On The Phone Close Deals

Lesson 5 : **How To Cold Call Best Script and Tips for Cold Calling**

Lesson 6 : **How To Ask Sales Questions for Account Executive Business Sales Development**

Lesson 7 : **5 Easy Phone Sales Tips**

Lesson 8 :
Closing The Sale How To Close Deals For Account Executive Account Manager Business Development

Lesson 9 : **The Psychology of Selling Secrets To Sell Influence Persuade People**

Lesson 10 : **How To Sell Anything To Anyone Even If You Have Fierce Competition Patrick Dang**

Lesson 11 : **How To Sell Anything With Emotion And Desire**

Lesson 12 : **5 Insanely Quick Sales Tips to Close More Sales Sales Training**

Lesson 13 : **Clients Say How much is it and You Say Sales Objection Objection Handling**

Lesson 14 :
Sales Objections and How To Overcome Them 3 Sales Tips For Overcoming Objections in Sales

Lesson 15 :
Clients Say â€œLet Me Think About It â€ And You Say â€œ Objection Handling For Sales

Lesson 16 : **5 Stupid Questions That Cost You Sales and Money**

Lesson 17 :
How to Sell Anything to Anyone Best Sales Tips Techniques to Sell a Product Sales Training

Lesson 18 : **When Client Says Your Price Is Too High â€ And You Say**

Lesson 19 : **5 Most Powerful Sales Questions To Ask Without Sounding Salesy**

Lesson 20 : **Inbound Closer Top Skills Required**

Lesson 21 : **Sales Objections Your Price Is Too High**

Lesson 22 : **Inbound Closer 3 Strategies To Close More Sales**

Lesson 23 : **Sales Objections How Much Is It**

Lesson 24 : **Sales Objections I ll Get Back To You Live Sales Role Play**

Lesson 25 : **3 Secrets To B2B Sales Success**

Lesson 26 : **What is B2B Sales**

Lesson 27 : **How I Got Into Sales Patrick Dang**

Lesson 28 : **The Perfect Elevator Pitch Best Examples and Templates**

Lesson 29 : **3 Most Important Skills in Sales Prospecting**

Lesson 30 : **What is Cold Email Marketing**

Lesson 31 : **Sales Prospecting 101**

Lesson 32 : **B2B Sales Day In The Life In B2B Sales**

Lesson 33 : **Live Cold Call Sales Prospecting using Cold Calling Role Play**

Lesson 34 : **How To Overcome Any Sales Objections Best Sales Objection Handling Techniques**

Lesson 35 :
Close Over The Phone Live Sales Role Play Sales Techniques on How To Sell Over The Phone

Lesson 36 : **My Top 5 Tips For Taking a Sales Job and Starting Your Sales Career**

Lesson 37 : **Startup Sales vs Enterprise Sales SaaS Sales Comparison**

Lesson 38 : **What is Software Sales SaaS Sales**

Lesson 39 : **What Is Upselling How To Upsell Any Product or Service**

Lesson 40 : **How To Deal With Angry Customers Clients Prospects Conflict Management Skills**

Lesson 41 : **How To Handle Sales Rejection Best Strategies To Handle Rejection in Sales**

Lesson 42 : **3 Sales Skills to Learn During Lockdown**

Lesson 43 : **How To Price Your Products and Services Best Value Selling Pricing Strategy**

Lesson 44 : **What Is Outbound Sales**

Lesson 45 : **Inbound Sales Vs Outbound Sales**

Lesson 46 : **Sales Prospecting Secrets 3 B2B Sales Prospecting Strategies for Lead Generation**

Lesson 47 : **SaaS Sales Funnel 5 Strategies To Selling SaaS Software as a Service**

Lesson 48 : **Cold Calling Techniques That Really Work Best Cold Calling Tips**

Lesson 49 : **How To Close Over The Phone Phone Sales Techniques on How To Sell On The Phone**

Lesson 50 :
5 Sales Prospecting Tips To Explode Your B2B Sales Business Development Lead Generation

Lesson 51 : **5 Sales Presentation Tips For The Perfect Sales Demo**

Lesson 52 : **How To Close More Sales 5 Reasons Why Customers Don t Buy**

Lesson 53 : **Cold Calling Scripts 5 Steps on How To Cold Call Improve Sales Prospecting**

Lesson 54 : **Cold Call Secrets 3 Cold Calling Techniques to Boost Your B2B Sales Lead Generation**

Lesson 55 : **How To Close a Deal In Sales 3 Powerful Closing Techniques To Closing a Sales Deal**

Lesson 56 :
5 Closing Sales Tips Sales Closing Techniques Best Sales Strategies on How To Close More Sales

Lesson 57 : **7 Phone Sales Mistakes Most Salespeople Make on How To Sell On The Phone**

Lesson 58 : **How To Get A Sales Job Without Sales Experience SaaS Sales Software Sales Tech Sales**

Lesson 59 : **Sales Interview Questions and Answers as an Ex Oracle Account Executive**

Lesson 60 : **Cold Calling Techniques That Really Work Tips for Cold Calling**

Lesson 61 : **5 Sales Interview Mistakes To Avoid**

Lesson 62 : **How To Build Confidence In Cold Calling Cold Call Tips**

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