



A RECENT SUCCESS

Hanyani Consulting is proud to announce the launch of their School of Sales Leadership. This is a 3-day class that explores various Sales tactics and strategies, mapping your customer journey, insightfully studying industries you are in and new ones you need to get into and how to compete in an ever increasing aggressive world of Sales.

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HANYANI SCHOOL OF SALES LEADERSHIP

Customer requirements are changing at an alarming rate and a lot of sales people cannot keep up.

Customers are suffering from information overload and this delays decision-making.

The question we should be asking ourselves is how do we help our customers to make sense of the information and to build the confidence to buy from us?

How do we turn our customers to speak to us before making a major purchasing decision?

Do we understand the customer's buying cycle?


At which stage of the buying cycle does a potential customer choose to engage you?

Doing business in AFRICA.

If this are some of the burning questions you have, then Hanyani Consulting School of Sales is the place to be

“Until you understand your customer's dashboard, you cannot identify their pain points”

COURSE OUTLINE



Sales is like good music. It should flow mellifluously.

- Industry Insights
- Competitor Profile Matrix
- Customer Spending Lifecycle
- Customer buying cycles
- Sustaining your Sales cycle
- Mapping Customer Journey
- Customer Relationship Management (CRM)
- Product Strategy
- Social Selling Tactics



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Contact Us

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- Selling in the African Continent
- Key Accounts Management
- Customer Experience Management
- Messaging Tactics
- Handling Objectives/objections
- Customer classification
- Customer's Customer Analysis
- Customer care strategy
- Dealing with Difficult Customers

DURATION AND BOOKINGS

The Sales training runs of 3 days (Tuesday – Friday). Come prepared to put in the work and define your own Sales Strategy. For more information, you can send us an email to info@hanyaniconsulting.co.za or call the numbers on 'Contact Us' to book your session. We also have referral model to reward you for referring potential candidates who end up signing up. If you have more than 5 delegates, we come to you. Speak to us now!

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