TELEPHONE SALES: LIVE SALES - GEKKO MASTERCLASS

INCREASE SALES AND INCREASE CLIENTS

Duration: 10 Days
Course Price: £4950
Course Code: ITM08

Course Description:

The course will teach you how to use Gekko to grow and increase sales in your company.

This course will not only guide you through the practical aspects of calling clients, it will involve using the Gekko system with you whilst working as a team to increase data collection, the number quality leads and sales calls. Our trainer will sit side by side with yourself, and will show you what can be achieved on the telephone and when using the Gekko system.

In some ways using Gekko correctly and efficiently is just as important as the call itself, making full use of the system will enable you to reap the full benefits.

Who Should Attend The Training?

This course is ideal for salespeople in the company who want to maximise their sales potential using the tools available in the Gekko database.

Benefits From Attending The Training:

This course will give you all the Skills, Tools and Documentation to grow your business on the telephone with aid from the CRM Database.

During this course you will learn how to increase the quality on your sales calls in conjunction with Gekko. You will learn how to plan your calls, set up and record calls on Gekko, and keep track of the number of sales calls you make. You will learn how to create e-mail templates on Gekko which can be imported into Outlook, saving you lots of time in the process.

Course Contents:

- Create Companies
- Contact History
- Outstanding Tasks
- Creating Scripts
- Using LinkedIn within Gekko
- Create Learning Quizzes
- Create Reports
- Create Sales Dashboard
- Sales Targets and Success
- E-mail Marketing

*BESPOKE COURSE | Course Duration, Level & Duration: Depends On Content & Individuals