



# HEROTEC

NETWORK PROFESSIONAL TRAINING

## Leads generation & B2B Sales

<b>Audience</b>	<ul style="list-style-type: none"><li>• Entrepreneurs</li><li>• Intrapreneurs</li><li>• Managers</li><li>• Employee Management</li><li>• Sales Management</li><li>• Sales Professionals</li><li>• Customer Service Managers</li><li>• Customer Service Representatives</li></ul>
<b>Duration</b>	8 hours

PROFE

## About this Course

This course will help you to learn generating leads and scheduling your first meetings with potential customers who might be interested in buying your product or service. once your do get your first meetings, what exactly should you say to sell your product/service and how exactly do you close the deal.

you will learn how to create value propositions that help you in all parts of your sales career. What you say to get clients interested in meeting with you is important and the better your sales skills are, the more effective you will become.

## Course Overview

- Sales & Business Development
- Framework to Use to Create Sales Value Propositions
- Organizing sales process
- Setting your goals
- Leads generation with cold emails
- Cold calls
- Know the buyer
- Influence
- Meeting customers
- Negotiation
- Closing

## Skills you will Learn

- Apply Fundamental Sales Techniques
- confidently reach your sales goals
- Use methods of influence
- Understand your prospect
- Create a cold talking call
- Perfect your demo/pitch

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## Contacts:

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