



# Telephonic Sales Training

For Trainers, Operational Managers & Coaches

**Exclusively Designed to  
Train New Telesales Executives**

**50**

**Slides**

**07**

**Sections**

**ICARIANS**

## DESIGNED & DEVELOPED FOR

- Corporate Trainers
- New Managers & Team Leads
- Organisational Development Coaches
- Operations Managers
- Aspiring Trainers and Managers
- Freelance Training Consultants



**Let's Look inside**

# Content Topics

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**1. Understanding Telephonic Sales**

**2. Tele-Sales Process**

**3. Sales Process**

**4. Buying Process**

**5. Handling Challenges**

**6. Buying Signals**

**7. Closing the Sale**

# Key Highlight

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**50 Slides**

**White labelled**  
and completely **Editable**

Let's look at some Screenshots

# Telephonic Sales

Start Presentation 

## Why use it -

Telesales is used because it offers several advantages:

- Cost effective
- Fast
- Controlled



# Telesales Process

The Selling Equation
Telesales Process
Telephone Technique
Managing First Impressions
Managing the Call
Voice & Attitude

# Buying Process

	Why People Buy
	Why People Don't Buy
	Features and Benefits

## Buying Signals & Closing The Sale

Buying Signals

Closing the Sale

Types of Close

Framing the Close

Pitfalls in Closing

Effective Closing Techniques

## Closing the Sale

### *Timing is important*

- You can only close the sale if you have convinced the customer that what you are offering is absolutely the best solution for them and then ask for the order
- If you ask for the order before proving that your solution is best then you will start to build resistance



## Objectives

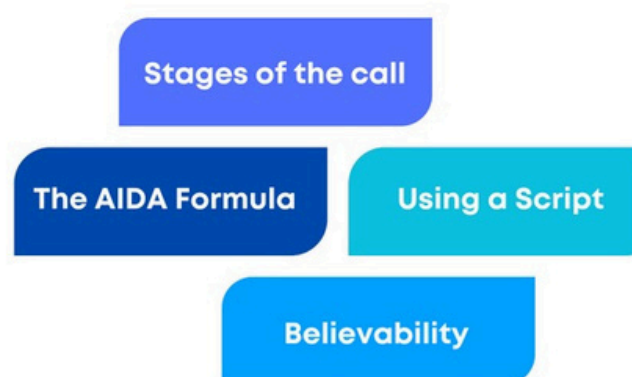
- Identify the main obstacles to effective Telesales
- Understand the nature of the process behind successful Telesales
- Understand a range of techniques that can be applied in Telesales
- Use these techniques to build an effective Telesales process capable of delivering real results
- Explain the benefits of having an effective Telesales process that is implemented and supported by the organization



## Telesales Process



## Sales Process



## Creatively Designed

Selling over the Phone

## Telephonic Sales

Start Presentation →

### Closing the Sale

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### Measuring Turnover - Seperation

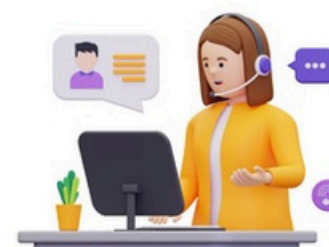
$$\frac{\text{Number of Leavers}}{\text{Number of Employees}} \times 100$$

$$\frac{15}{100} \times 100 = 15\%$$

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### 4 Stages of the Sales Call

The Opening

The Presentation

The Closing

The Departure

For Trainers, Managers, Team Leads  
and Aspiring New Managers

# Available to Download



## Telephonic Sales Training PPT

7 Sections

**₹1895.00**

50 Slides

~~₹3895.00~~



For any questions or  
samples, click the  
link below

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