



English for Sales

Level: Intermediate - Advanced

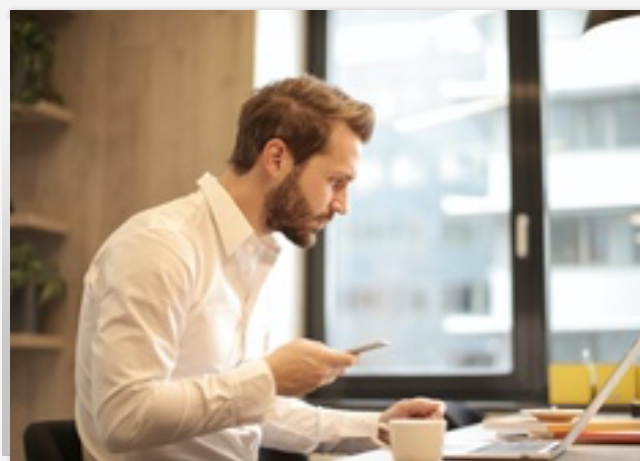
7 Units | 100 Lessons | 7 Achievement Tests

In this course, you will gain a thorough understanding of the entire sales process, from finding potential customers to closing deals with them. You will learn about key sales strategies and will even explore ways to manage clients and a sales team.

By the end of this course, you will be able to:

- Close deals by delivering great presentations, addressing client concerns, and negotiating.
- Use various sales approaches and tools.
- Know how to reach out to and qualify potential clients.
- Understand how to manage client relationships and a sales team.

Enrolled



Sales Overview

10 Lessons | 1 Achievement Test

Are you considering a career in sales? Learn about the profession and why it might be the right fit for you!

Lessons

Continue



Sales Methods and Tools

10 Lessons | 1 Achievement Test

There isn't a one-size-fits-all approach in sales. Learn about various methodologies and tools that you can employ during the sales process to attract new customers.

Lessons

Start



Prospecting and Qualifying Leads

20 Lessons | 1 Achievement Test

How do you begin the process of finding new customers? Discover ways to identify, reach out to, and qualify leads.

Lessons

Start



Making Pitches and Presentations

20 Lessons | 1 Achievement Test

How do you best showcase what you're selling? It's all about the presentation! Explore strategies that will help you to prepare, deliver, and end a successful presentation.

Lessons

Start



Closing and Winning the Deal

20 Lessons | 1 Achievement Test

You've delivered a great presentation, but the sales process doesn't end there! Identify key strategies and tips to address concerns and objections, negotiate, and finally close the deal.

Lessons

Start



Client Management

10 Lessons | 1 Achievement Test

You've finally secured a new client and now need to develop a relationship with them. Identify ways to engage your clients and learn how to properly respond to their requests.

Lessons

Start



Managing a Sales Team

10 Lessons | 1 Achievement Test

A properly trained and prepared sales team will help you to close any deal much more quickly. Explore ways to manage employees, prepare for meetings, and communicate with your team.

Lessons

Start

