

PITCH PROPOSAL AND PRESENTATION SALES TRAINING

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COURSE LENGTH: 1.0 DAYS

To properly “pitch” a sales proposal, your sales team needs to be fully equipped with the necessary knowledge, skills and latest practices to take proposal and turn it into a deal-winning sales presentation. Well-trained, self-confident salespeople are always more successful, so give your team the skills they need.

This Pitch Proposal and Presentation Sales training course can take your pitch proposal and sales skills to the next level. This all-inclusive one-day training course provides participants the techniques and tools to identify the key elements of a quality proposal, to plan and write a winning proposal, feel more comfortable and professional in face-to-face presentations, understand the elements of a successful presentation and much more!

This training course is now available in Malaysia and Kuala Lumpur.

This Pitch Proposal and Presentation Sales training course can be delivered at your premises by one of our expert local or international trainers or live online using our [HIVE](#) technology.

Click on the In-house tab below to generate an instant quote.

PITCH PROPOSAL AND PRESENTATION SALES TRAINING COURSE OUTLINE

FOREWORD

During this training course, participants receive training in identifying the key element of a quality proposal, writing a winning proposal, perfecting the first impression, gaining confidence when giving presentations, and developing a professional approach to products/services sales.

Pitch: Proposal and Presentation Sales Training Course is the fastest way to develop skills in creating and presenting perfect sales pitch that gives the desired results every time.

OUTCOMES

After completing this course, participants will have learned to:

- ▶ Identify the key elements of a quality proposal
 - ▶ Plan a proposal
 - ▶ Write a brilliant proposal
 - ▶ Understand and use various proposal formats
 - ▶ Get organized
 - ▶ Use persuasive language
 - ▶ Perfect your first impression with dress and handshake
 - ▶ Edit proposals effectively
 - ▶ Feel more comfortable and professional in face-to-face presentations
 - ▶ Write a winning proposal
 - ▶ Understand the elements of a successful presentation
 - ▶ Feel more comfortable and professional in face-to-face presentations
 - ▶ Be professional throughout
 - ▶ Conduct preparations and evaluations
 - ▶ Handle various kinds of sales presentations
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MODULES

Lesson 1: Getting Started

- ▶ Icebreaker
- ▶ Workshop Objectives

Lesson 2: Getting Down to Business

- ▶ Business Writing Basics
- ▶ Types of Proposals

Lesson 3: Writing Your Proposal

- ▶ Getting Organised
- ▶ Drafting a Proposal

Lesson 4: Getting Thoughts on Paper

- ▶ Planning Your Proposal
- ▶ Exercise

Lesson 5: Basic Proposal Formats

- ▶ Choosing a Format
- ▶ Direct Approach
- ▶ Indirect Approach
- ▶ Choosing an Approach

Lesson 7: The Handshake

- ▶ Cultivating a Professional Handshake
- ▶ Tips for Success

Lesson 9: Elements of a Successful Presentation

- ▶ You Count Too!
- ▶ Positives & Negatives

Lesson 11: Presentations

- ▶ Preparation
- ▶ Evaluations

Lesson 6: Expert Editing Tips

- ▶ Editing Tips
- ▶ The Fog Index

Lesson 8: Getting Ready for Your Presentation

- ▶ Preparation Tips
- ▶ Persuasive Language

Lesson 10: Dressing Appropriately

- ▶ Impressions Count!
- ▶ Dressing to Impress
- ▶ Managing Scent
- ▶ Creating a Professional Package

Lesson 12: Wrapping Up

- ▶ Words from the Wise

WEB LINKS

- ▶ [View this course online](#)
- ▶ [In-house Training Instant Quote](#)