

SALES METHODS APPLIED TO PPE AGAINST FALLS FROM A HEIGHT

Developing sales in the field of work at height requires specific skills that are not just technical. Asking the right questions can give customers more confidence.

Thanks to this training, you will know:

How to question customers, determine your selection criteria and argue in favor of them and develop a sales plan which is adapted to the profile of your customers.

PUBLIC	GROUP SIZE	DURATION	PRE-REQUISITES
Distributor sales teams	10 maximum	7 hours (total)	Work at height awareness
Training accessible to people with reduced mobility		 420mn	

ASSESSMENT / QUIZZ 30mn

Objective: To know how to question the client in order to identify his needs and to be able to build his technical offer.

Exercises animated questioning game by the trainer, equipment selection exercises on illustrated situations. Synthesis realized by the building of a decision tree and presentation of THE SOLUTION

120mn 

Objective: Being able to make a technical comparison of different products on the market.

Exercise aimed at practicing des technical comparisons, both written and oral, based on prior questioning from the client. The comparison must be targeted and relevant.

60mn 

Objective: Being able to build a technical offer.

Exercise on the basis of the catalogue: the segmentation and qualification of the customer base must make it possible to build its sales plan.

90mn 

Objective: Being able to argue a technical offer.

Exercise on the basis of the catalogue and roleplay in order to simulate sales interviews by playing the different phases/steps: preparation, introduction, questioning, argumentation, answers to objections and conclusion.

120mn 

TRAINING CENTER NUMBER

82 69 13281 69

CERTIFICATES

Delivery of nominative certificates.



LOCATION

TR 00 002 01 : Training at KRATOS SAFETY (Heyrieux, 38).



MAJ : 02/2024