

Business Development Training Programme

This programme is designed for Executives and Sales Teams who are frustrated that they are not achieving their sales targets or whose communication and presentation skills need enhancement.

Using a tried and tested framework, Kuhnke Communication develops the programme's content to meet the client's specific needs. Our coaches, trainers and facilitators then coach the participants in how to sell their ideas and concepts, whether through electronic means – including telephone and email – or in face-to-face situations where power and impact are paramount.

As a value added service, Kuhnke Communication can provide support activities such as helping Clients present their products and services in QVC style videos to enhance and personalise their on-line presence. Modules include:

- Introduction to selling
- Effective Networking
- Negotiation Skills
- Relationship building
- Persuasion and Influence
- Presentation Skills
- Cross Selling

Duration: 3 Days or Modular as required

Number of Candidates: 10 - 12 people

Kuhnke Communicaton...clear, confident, compelling.

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