



MODULE SALES ADVANCED

SALT

SMI Training Program 2022

Sales Account, Sales Manager, Sales Director

<p>Who should participate</p>	<p>Sales Account, Sales Manager, Sales Director and all those who execute maintenance on escalators and moving walkways.</p>
<p>Why you want to participate</p>	<ul style="list-style-type: none"> • You will learn the key elements of a successful sales strategy for escalators and moving walkways. • You will learn the key elements of a successful organization to support the escalator and moving walkway business. • You will be able to immediately have a qualified business conversation using relevant regulatory topics.
<p>What you will learn</p>	<ul style="list-style-type: none"> • How to successfully sell value. • How understand customer's unexpressed needs. • Case study simulations. • Focus on the topics of interest for the Business Owner.
<p>How & where you will learn</p>	<ul style="list-style-type: none"> • 8 hours. • Desk and practical exercises. • Impianto Sicuro Academy, Milan ITALY.
<p>Key features</p>	<ul style="list-style-type: none"> • Registration always open. • Question time at the end of the course to address additional needs. • Evaluation survey at the end of the module to challenge yourself. • SMI Italia attendance certificate.
<p>Key requirement</p>	<ul style="list-style-type: none"> • You must have successfully attended Business Development BDB1.