



IT SALES

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IT - SALES

An IT sales professional's core job objective is to maintain a balance between achieving sales and revenue targets, while also ensuring that customer expectations on cost, functionality and quality are met.

Other activities for IT sales professionals includes keeping up-to-date with trends and developments in the IT industry, generating new business leads through networking and promotional activities, and updating their technical knowledge and skills on a regular basis. IN this IT-sales training at logicrays will we cover all aspects and all skills which are mandatory to be a sharpened and skilled IT sales professional.

IT - SALES Training Course

**COLD CALLING &
MAKING NEW CUSTOMER**

KNOWING YOUR CUSTOMER

TECHNOLOGY SALES TRAINING

**MANAGING CUSTOMER
EXPECTATIONS**

TECHNOLOGY SALES CONSULTING

**STORYTELLING - HOW TO WIN
BUSINESS & ENGAGE AUDIENCE**

CROSS SELLING & UPSELLING

NEGOTATION SKILL DEVELOPMENT

**STRATEGIC ACCOUNTING
MANAGEMENT TRAINING**

ATTITUDE FOR SERVICES

ONLINE SALES METHODOLOGIES

**SALES PRESENTATION SKILL
TRAINING PROGRAM**

TRAINING INCLUDES THE FOLLOWING SERVICES

- Doubt solving session
- Analysis & Evaluation
- Certificate
- Presentation Session & Evaluation

