



Consulting and Training | Reach New Heights

Course Name

Advanced Skills for Effective Sales

Sector Name

Sales, Marketing and Customer Service

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770



Advanced Skills for Effective Sales

Course Introduction

Achieving success requires the salesperson to become a challenger and a strategic partner with clients. So now it is crucial for sales to develop more effective management tools for themselves and the environment they sell.

Skills for Effective Sales

By understanding and actualizing the art of narrating stories in their pitches, they will be able to make that “Aha!” moment for prospects. Getting to this moment will captivate your clients and strengthen your business relationship with them. This learning experience will support the sales department to create more compelling sales calls, close deals right, and achieve **SMART** objectives.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Advanced Skills for Effective Sales

Target Audience

- ✓ Sales Executives
- ✓ Business Development Executives
- ✓ Sales / Marketing Managers
- ✓ Account Managers / Relationship Managers
- ✓ Sales Directors
- ✓ Teachers / Trainers
- ✓ Leaders
- ✓ Students
- ✓ Head of Department
- ✓ Art Directors
- ✓ HR professional
- ✓ Career shifters
- ✓ Business Owners / Entrepreneurs
- ✓ Social Media Specialist
- ✓ SEO Specialist
- ✓ Customer Service Officers

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)

Advanced Skills for Effective Sales

Learning Objectives

- ✓ Use the 8 styles of communication to close more sales
- ✓ Access your highest level of confidence in every sales situation
- ✓ Gain the trust of your prospects faster than the competition
- ✓ Successfully navigate the four phases of performance necessary to consistently achieve your goals
- ✓ Learn the proven formula to sell directly to your clients' specific emotional needs
- ✓ Understand the ways you are unintentionally sabotaging your sales and success
- ✓ Establish and maintain instant alignment with your prospective customers

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)

Advanced Skills for Effective Sales

Course Outline

✓ **01 Day one**

Selling in today's World

- ✓ The logic of product features is overrated
- ✓ The new attention span of buyers
- ✓ Buying decisions: Logical or Emotional?

Know your Clients' type:

- ✓ Strategic buyers
- ✓ Spendthrifts
- ✓ Average Spenders
- ✓ Frugalists
- ✓ How to appeal to each type of buyer?

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Advanced Skills for Effective Sales

Course Outline

✓ **02 Day Two**

Selling with Stories

- ✓ What is A sales story?
- ✓ Six attributes of A story
- ✓ Sales story activity
- ✓ Why Tell Sales Stories?
- ✓ Types of stories
- ✓ When to use stories?

Capture Attention

- ✓ Body signals
- ✓ The 3Vs of Story Telling
- ✓ Visual power
- ✓ Vocal power
- ✓ Verbal Power

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Advanced Skills for Effective Sales

Course Outline

✓ 03 Day Three

Build Trust

- ✓ Establishing Rapport
- ✓ Usiness Rapport
- ✓ Personal Rapport
- ✓ Getting Buyers to Tell Their Story

Neuro Selling

- ✓ Neuroscience means new tools
- ✓ Personal vs. scientific selling
- ✓ Tapping into the emotional brain
- ✓ Emotional intelligence in selling

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Advanced Skills for Effective Sales

Course Outline

✓ **04 Day Four**

Personal Branding for Sales

- ✓ Clients buy you 1st
- ✓ Personal Brand Development
- ✓ “Evaluate Yourself “
- ✓ Personal SWOT analysis
- ✓ Create/ develop your Brand

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Advanced Skills for Effective Sales

Course Outline

✓ **05 Day Five**

Close the Sales

- ✓ Arming your Pitch with Relevant Stories
- ✓ Build your Sales Story Pitch
- ✓ Generating Loyalty & Developing Advocacy

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

Advanced Skills for Effective Sales

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Aug. 10, 2026	Aug. 14, 2026	5 days	4950.00 \$	Spain , Madrid
Nov. 9, 2026	Nov. 13, 2026	5 days	4250.00 \$	UAE , Dubai
May 11, 2026	May 15, 2026	5 days	4250.00 \$	UAE , Dubai
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Dammam

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •

