

Section V – Telesales Training

Most sale agents lose opportunity by having poor telephone manners and communication skills. INVATERRA's comprehensive telephone skills training course will serve as a solid foundation for call centre sales agents and ensure they handle themselves professionally and confidently to make the most of every opportunity.

The course is an amalgam of the following:

- Effectively Handling Inbound Sales Calls
- Outbound Sales Calls

Inbound Sales Program

This module will teach sales people the following skills and competencies:

- **Opening the Call**
Sales agents will interactively teach the required manner for answering calls and ensure that the caller remains confident and that their concerns will be handled in a professional and caring manner.
- **Appropriate Enquiring**
Without gathering appropriate information, errors in understanding can occur. This session will equip salespeople with the following skills: questioning; open and closed probes, and the understanding of when they are most apt to progress a conversation.
- **Active Listening**
Even over a telephone line it quickly becomes apparent when a salesperson is paying 'lip-service' to the interaction, rather than actively listening. Telesales people will be shown how to maintain full awareness of the gist of a conversation. Genuine Listening skills will allow the sales trainees to remain in control of the call.
- **Handling Objections**
When a salesperson demonstrates a feature, talks about a benefit or uses a sales closing technique, their customer may well respond in the negative sense, giving excuses or otherwise responding negatively. The response to this is to handle these objections. There are several methods for handling objections, the most suitable method of which is determined by the nature of your business, the type of customer you are speaking to, and the stage of the sales process.

Sample Training Manual For Call Center Operations

U.S. Adjutant-general's office



Sample Training Manual For Call Center Operations:

Adopting the Beat of Term: An Emotional Symphony within **Sample Training Manual For Call Center Operations**

In a global consumed by displays and the ceaseless chatter of fast conversation, the melodic elegance and mental symphony produced by the written term often diminish in to the backdrop, eclipsed by the constant sound and interruptions that permeate our lives. However, located within the pages of **Sample Training Manual For Call Center Operations** a wonderful literary treasure filled with raw emotions, lies an immersive symphony waiting to be embraced. Crafted by an outstanding musician of language, this interesting masterpiece conducts visitors on an emotional trip, skillfully unraveling the concealed tunes and profound affect resonating within each cautiously constructed phrase. Within the depths of this poignant examination, we will explore the book is main harmonies, analyze its enthralling publishing fashion, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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