



SALES ACCELERATOR

INTERNSHIP PROGRAMME
(CATEGORY C) WITH MENTORING

proudly brought to you by **eSTUDY**

About

Programme type:
Internship (Category C)
with mentoring

Duration:
29 hours completed
over 12 months

The Problem:

**Without sales, there would
be no business to manage!**

Sales is a key function in every business, and the skills of your sales staff have a direct impact on their ability to generate revenue through existing and new customers.

Yet too often, salespeople are expected to hit the road (or phone or email) without the fundamental tools they need to successfully close the deal.

Do they know how to discover what the customer really wants? Do they know how to deal with objections? Do they have the skills to persuade and negotiate their way to success?



The Solution

eSTUDY's Sales Accelerator programme covers the key personal and interpersonal skills required to succeed in sales. It consists of 17 courses that cover:



**How to
really get to
know your
customers.**

**How to
successfully
persuade and
negotiate with
customers.**

**How to
prepare for,
make and close
a sale.**

**How to
boost personal
productivity in
a sales role.**



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In addition to the courses, learners have access to over 80 extra tools and resources which they can use to practically **implement what they learn in their day-to-day work.**

Who would benefit from this programme:

- Both new and experienced salespeople.
- Managers who work with customers – whether in sales or customer service support.
- Customer-facing employees.
- Employees in marketing departments who require a better understanding of customers and the sales process.
- Entrepreneurs and new entrants to the world of work who would like to improve their understanding of sales and customer service.



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