

Smart Selling Skills
Course Factsheet



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AL MOALEM INSTITUTE

Selling **smartly**, made **easy**.

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we shape careers



Established in 1992, Al Moalem Institute has been providing comprehensive training in the Kingdom of Bahrain.

With over 100+ internationally recognized certifications and qualifications, Al Moalem Institute has been human resource potential and continually shaping careers of today's workforce and the future generation.

Smart Selling Skills

This Smart Selling course will teach you the practical tips and tricks on how to become a smart and effective seller and be able to hit your performance targets for your organization. We will take you to a journey involving real-world practices, scenarios, and modern day selling techniques to guide you on your way to your sales excellence.

How long does it take to complete the course?

The duration of this course is 20 guided learning hours to complete.

Who is this course for?

This course is ideal for:

- Those who are currently working in the sales and marketing team in organizations.
- Anyone who aims to learn practical selling skills for professional development.
- Teams and organizations involved in the sales of products and services.

What topics does the course cover?

This course will cover the following topics:

- The psychology of selling
- Practices and tools used in effective selling
- Relationship between sales and marketing
- Habits of a successful sales person
- How to meet and exceed your performance targets

What will I gain after completing this certification?

At the end of this course, you should be able to perform and gain the following:

- Define the relationship between marketing and sales
- Identify techniques used in successful selling
- Establish sales goals and identify ways how to meet them effectively
- Understand the important role of sales in organizations

How is it assessed?

This course involves a variety of assessment methods such as role-playing, group activities, and individual tasks and assignments.

Do I need any prior qualifications to start this course?

There are no formal entry requirements for this course. This course is open for anyone who would like to gain skills and knowledge about smart selling.

I completed and received my certification, what happens next?

You may choose to progress and enroll to other knowledge- and skills-building courses and develop your competencies-set to grow into an outstanding and highly-desirable professional.

What employment opportunities can I apply for after gaining this qualification?

You may choose to seek employment and perform job roles after accomplishing our Smart Selling course as a:

- Sales Associate
- Product Promoter
- Tele-marketing Staff

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Reach us

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