

03

The Top 7 Qualities for Sales Success

Saturday, February 25, 2017
4.30 to 7.30 p.m.

A lot of young people say "I love to travel and meet new people. So I will succeed at Sales". There can be no bigger myth than this !

To succeed at selling you need much more. And these elements go beyond being extroverted or having the gift of the gab.

As per Sales **Coach Achal Rangaswamy** the gift of the gab may not be needed at all !

So, what is required ?

Rangaswamy shares his 7 Secrets of Success at Selling in this workshop. According to him today's customer is not a passive spectator or an ignorant commoner. He knows a lot. May be he knows more than the Salesperson.

Listen to the Coach who has been an AMA-ZyduS Cadila Marketing Man Award winner, as he deconstructs those 7 vital tools needed to get ahead of competition and build a truly successful career in Sales.

Topics include:

- The Mental Challenge
- The Physical Challenge
- The Emotional Challenge
- The influential Challenge

Fee:

Rs.700/- per person

(Towards programme fee and refreshment).



SALES EXCELLENCE SATURDAY PROGRAMMES

4.30 p.m. to 7.30 p.m.

Prog. 1 : Meeting the Customer

Saturday, February 11, 2017

Prog. 2 : Making a Deal

Saturday, February 18, 2017

Prog. 3. : The Top 7 Qualities for Sales Success

Saturday, February 25, 2017

REGISTRATION FORM

Please fill-in and return this form along with participation fee to :

Ahmedabad Management Association

AMA Complex, ATIRA Campus, Ahmedabad 380015.

Phone: 079-26308601-5 • Mobile: 9537407187, 7069940917

Fax: 079-26305692

E-mail: ama@amaindia.org • Website: www.amaindia.org

Android Mobile App: AMA-Ahmedabad amaIndia.org

Cheque should be drawn in favour of

"Ahmedabad Management Association".

Name(s)

Programme Number

1.

2.

Address:

Telephone(s):

Fax:

E-mail:

Date:

Signature