

Inside Sales Training – Five Pillars to Build an Impact in Your Calls



To be successful in Inside sales, one must be constantly working on building abilities to have impactful conversations.

We are living in a digitally distracted world. Want to create a better Impact in our conversations?

People might continue to work remotely in the emerging future too. Attention span of people is coming down. How do we create a better Impact in our presentations while doing our business conversations (Especially in Virtual calls) ?

Build a strong database to scout the market

Research well about the prospects – Use digital media and latest tools

Identify and work with all stakeholders – How to use LinkedIn and other mediums?

Understand the business KPIs – What matters the most to the decision-makers?

Engage Consultatively – Personalisation, Personalisation and Personalisation