



Closing Skills for Sales Training Program

Empowering Sales Professionals for Sustainable Business Growth

- Turn Opportunities into deals • Confidently ask for the Sales
- Convert Prospects into Paying Customers



Audience

Closing Skills for Sales is designed for individuals and professionals who want to master the art of confidently asking for the sale, handling final objections, and converting qualified prospects into paying customers using proven sales techniques.

Ideal for:

- Sales professionals and sales executives
- Business owners and entrepreneurs
- Marketing professionals
- Customer success professionals
- Startup founders and small business operators
- Business development managers
- Freelancers and consultants
- Digital marketers and social media managers
- Non-tech professionals transitioning into sales



Course Description

Closing Skills focuses on equipping participants with practical techniques required to successfully convert prospects into customers. The training teaches participants how to recognize buying signals, confidently ask for the sale, handle last-minute objections, and guide prospects toward making positive purchasing decisions.

Participants will learn structured closing techniques used by successful sales professionals to increase conversion rates and shorten the sales cycle. The course also helps participants build confidence, improve persuasion skills, and close deals without appearing pushy or aggressive.

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Course Outline

- Module 1: Introduction to Sales Closing
- Module 2: Understanding Customer Buying Signals
- Module 3: Psychology of Buying Decisions
- Module 4: Effective Closing Techniques
- Module 5: Handling Final Objections
- Module 6: Negotiation and Value Reinforcement
- Module 7: Asking for the Sale with Confidence
- Module 8: Securing Commitment and Next Steps



Training Details

Duration: 2 days

Training Fee: N250,000(excluding tax)





Thank you



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