

Stepping Your Sales and Attitude up to a New Level



Have Colly Graham of sales**xcellence** to speak at your next business meeting. With over thirty years experience in sales and sales management, Colly Graham has consulted and trained over five hundred companies since the formation of sales**xcellence**, assisting companies to raise the level of their game. sales**xcellence** focusses on helping businesses realise their real potential in sales by teaching people how to **BAT**

We help your sales people win more sales.

Behaviour - The cultivation of goals consistent with your beliefs

Attitude - Your core beliefs and outlook

Technique - The application of effective actions to meet your goals

What people are saying about Colly

Great Fun, most educational and informative."

Clive Richards Whitehill Publishing

Excellent Course. I loved it.

Saul Judah - Symmetry Solutions

The level of sales training from salesxcellence** enabled our multi-lingual sales team to quickly build rapport with contacts, identify customers needs and qualify sales opportunities on the client's behalf."**

Carol Fitzsimons Training Manager GEM

Colly has truly "carried the bag" i.e. he demonstrated time and time again real life sales experience. This coupled with practical communication ideas positions Colly as someone who knows the subject well.

David Potter Inkfish

Colly is an animated and energised speaker who teaches salesmanship with a fresh enthusiasm and a keen understanding of human behaviour. Colly has been a sales manager and salesman for over thirty-five years in FMCG, Capital Equipment, Financial Services, IT and Internet Services. A qualified practitioner of NLP, Colly recognises what it takes to be successful in sales and motivates his audience to step their sales up to a new level.

Keynote Topics

- Achieve Sales Excellence**
- How to Raise Your Batting Average in Sales**
- F.A.S.T. - Focus on Achieving Success To-day**
- Building a Sales Force that Sells**
- Building Rapport and Influence with Style**
- Six Steps to Sales Success**
- Creating Customers on the Telephone**

Before every presentation, Colly researches the specific needs and challenges of the people who will attend. During his presentation, audience members appreciate that Colly has done his homework to understand the issues that they face. He tailors his presentation to their needs in sales techniques, tactics, success analysis and leadership,. The end result of his programme is increased productivity to the participants.

salesxcellence****
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To Book Colly Graham

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