

Mastering B2B SALES

Zoom Graphics

Lessons Include:

Prospecting and Lead Generation
Customer Relationship Management
Sales Presentation and Pitching
Objection Handling and Closing Deals
Sales Funnel Management
Product Knowledge and Industry Expertise
Negotiation Skills
Account Management
B2B Sales Strategies
Sales Analytics and Reporting

Elevate your career in the world of B2B sales with our comprehensive online class, specifically designed for driven professionals like you. Gain the expertise you need to excel in the dynamic B2B sales landscape, from prospecting and lead generation to mastering the art of objection handling and closing lucrative deals. Join us to enhance your sales skills, build lasting client relationships, and achieve outstanding success in the competitive business-to-business sales realm.



Course Objective: Become a B2B Sales Expert

Advised Direction: 10 Weeks

Modality: Online, self-paced, instructor-led

Total Charge: \$2,497 (scholarships available)

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