

Upselling and Cross Selling Skills

Saturday, October 26, 2024

Hotel Mehran, Karachi

On successful completion of Upselling and Cross-Selling course participants shall be able to Generate multiple orders from current customers, Gain knowledge of best tools, techniques and expert tips for upselling and cross-selling, Discern how different methods of upselling and cross-selling can be applied in real scenarios, Understand which technique will be best applicable in different situations, Develop creative thinking and a broad mindset to identify multiple opportunities from a single customer, Boost customer experience and satisfaction, Understand that deep product knowledge is necessary for upselling and cross-selling, Understand that focus is not merely on selling a product but on developing a grasp on customer need, Develop long-term customer relationship, Link incentive programs with upselling and cross-selling, Get acquainted with the latest trends existing in the industry

Training Outline

- Fundamentals of Selling
- Upselling and Cross-selling strategy and techniques
- Customer Relationship
- Customer Lifetime Value
- E-commerce marketing
- Database marketing
- Collecting information and conducting marketing research
- Communicating value

Who Should Attend

- Marketing & Sales Professional

Registration Link & Details

<http://fidnos.com/trainings>

Or training@fidnos.com

WhatsApp: 0331-1160601

Website: <https://fidnos.com>

FidNos
Corporation

Rs.
15,000
Investment

TRAINER PROFILE :

Mr. Sardar Waqar Azam

Sardar Waqar Azam is a versatile lead trainer for management staff, He has over 20 years' experience enhancing corporate sector skill sets, creating such specialized environment through supporting materials that meets the requirement of the organization in staff productivity and efficiency; rich experience in conducting training for diverse employees both for government and private organizations. Sardar has MBA International Business from USA. Plus, he is certified HR Professional (USA) Certified Train the Trainer USA and Australia. Certified Master Trainer (British Council) and Certified Teaching English as a Foreign Language (TEFL USA).

