

Virtual Selling Skills Package



Your sales teams have probably been used to setting up in-person meetings with prospects. As the current crisis has abruptly caused teams to practice physical distancing, your teams need support on how to master the art of selling remotely. The Virtual Selling Skills Package, from our Eagle Productivity Solutions division, includes a focus on the soft skills of how to sell remotely and is platform agnostic. The package includes minor platform functionality but focuses mainly on how to manage presenting your assets live. Troubleshooting and common pitfalls are also covered.

Topics include:

- Selling through a remote platform (customized to the platform)
 - How to present assets – digital visual aids
 - How to manage the tool to present content and engage prospects

- Best practices for virtual selling skills
- Tech tips and tricks for your platform
- Common pitfalls
- Scheduling component, basics of platform
- Practical application
- Post call activities pull through

Get Started