LONDON SCHOOL OF CAREERS

YOUR SALES TEAM IS YOUR GREATEST INVESTMENT

SALES TRAINING FOR RECRUITMENT PROFESSIONALS

INTRODUCTION

The Greatest Investment you can make is an investment in your sales staff:
As a staffing owner, please answer the following questions to evaluate the success of your sales professionals by ticking the box yes or no.
Where you tick 'NO' it shows that your sales professionals are under performing. Therefore your business is at RISK

OVERVIEW

General Survey of Recruitment and Staffing Industry
Market size and financial potentiality of Recruitment and Staffing Industry
Recruitment sales techniques that cannot fail
Personality and skills development needed for success in recruitment and staffing industry
Definition of industry terms
Effective sales presentation
Profit maximization

THE REWARD OF YOUR INVESTMENT

- ✓ INCREASE YOUR SALES REVENUE BY 100%
- ✓ YOUR SALES TEAM ACQUIRE SKILLS FOR IMMEDIATE USE
- ✓ SALES STAFF DEVELOP SELF CONFIDENT THAT ATTRACT SUCCESS
- ✓ SALES STAFF DOUBLE THEIR EARNING POWER IMMEDIATELY
- ✓ GET GREATER SATISFACTION FROM STAFF PERFORMANCE
- ✓ YOU STOP LOSING MONEY BUT SAVE MORE MONEY
- ✓ YOU GET BUSINESS SECURITY
- ✓ GAIN SECRET WEAPON TO OUTPERFORM COMPETITORS
- ✓ RAISE YOUR SELF ESTEEM AS A BUSINESS OWNER

USE OUR CHECKLIST

- ✓ DOES YOUR RECRUITMENT FIRM EMPLOY SALES PROFESSIONAL?
- ✓ IS YOUR SALES STAFF RECRUITING 12 STAFF PER WEEK?
- ✓ ARE YOUR STAFFING COORDINATOR PLACING 6 TEMPS PER WEEK?
- ✓ ARE YOUR SALES STAFF MEETING THEIR WEEKLY SALES TARGET?
- ✓ DOES YOUR RECRUITMENT FIRM BREAK EVEN YEARLY?
- ✓ IS YOUR RECRUITMENT FIRM STRUGGLING WITH CASH FLOW?
- ✓ HAS YOUR SALES STAFF ATTENDED ANY RECRUITMENT SALES TRAINING?
- ✓ DOES YOUR SALES STAFF BOOK A MINIMUM OF 8 APPOINTMENTS A WEEK?
- ✓ DOES YOUR SALES STAFF OBTAIN A MINIMUM OF 8 JOB ORDERS A WEEK?
- ✓ DOES YOUR SALES STAFF MAKE A MINIMUM OF 150 MARKETING CALLS A WEEK?

KEY BENEFITS

- ✓ UPSKILL YOUR SALES TEAM
- ✓ ENHANCE SALES TEAM PERFOMANCE
- ✓ OUTPERFORM YOUR COMPETITORS
- ✓ GREATER BUSINESS SECURITY
- ✓ UP TO 100% INCREASE IN SALES REVENUE

QTSS
QUALITY TRAINING AND STAFFING SERVICES LTD

WWW.LSCAREER.CO.UK
0208 434 7517

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