

Training & Development Preview Mornings

Session 1: 20 January 2015: SALES FOCUS

Selling – The Essentials for Success, Negotiating & Closing, Key Account Management, Customer Service Excellence

Session 2: 24 February 2015: PROCUREMENT & SUPPLY CHAIN FOCUS

Purchasing Fundamentals, Sourcing, Negotiating with Suppliers, Supplier Relationship Management

Session 3: 24 March 2015: COMBINED SALES & PROCUREMENT FOCUS

Purchasing Fundamentals, Negotiation, Customer Service, Supplier Relationship Management

All attendees
will be entered
into a Prize
Draw for £1000
worth of free
training



Preview Mornings are designed exclusively for Directors and Managers who are responsible for the Sales, Supply Chain, HR and Training functions within the business and who require TANGIBLE RESULTS from any external training and development investment made in the Sales, Supply Chain and Customer Service Team.

Venue: The Rheged Centre, Redhills, Penrith CA11 0DQ | Your Investment: £95 + VAT per delegate

Preview Mornings – Synopsis

Supply Chain Cumbria and Xel Training & Development have a wealth of experience in providing clients with the right tools and know-how to address key business issues across a range of topics resulting in:

- Improved individual and team effectiveness
- Improved staff motivation and retention levels
- Increased market share
- Increased sales revenue, cost performance and business profitability

We are pleased to announce that we have formed an exciting partnership where we will be running a series of Preview Mornings (taster sessions) to demonstrate to you how the results above can be achieved in your own business.

We will demonstrate to you how developing sales, customer service and procurement & supply chain people to ‘excel’ in their chosen profession has developed, how it has become more scientific and what skills, techniques and tools are needed to become highly motivated, effective, efficient, professional and above all else, successful.

If you are an ambitious company looking for ‘growth’, then by investing just over four hours of your time, you will get to sample the latest thinking, tools and techniques that are making a real difference to businesses of all sizes across all industry sectors. We will present ways to unlock and enhance the skills of your team, with practical techniques, ideas and strategies that you can take away and implement the very next day and that will have an immediate and positive impact on the profitability of your business!

As well as taking away ideas to implement the very next day, a Preview Morning will also help you to eliminate the risks and costs associated with selecting the wrong training partner to work with by giving you the opportunity to check out the philosophy behind the training being offered by Supply Chain Cumbria and Xel Training & Development and to assess the style and calibre of the Training Directors themselves to ensure a ‘cultural fit’ with your business and your people.



To reserve your place/s please contact us as follows:

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