

## PITCH PROPOSAL AND PRESENTATION SALES TRAINING

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### **COURSE LENGTH: 1.0 DAYS**

This Pitch Proposal and Presentation Sales training course, delivered by PD Training in Singapore, can help you take your pitch proposal and sales skills to the next level. This course was developed to help any sales person or business development manager create and deliver an effective sales-related presentation.

This all-inclusive one-day training course provides participants the techniques and tools to identify the key elements of a quality proposal, how to plan and write a winning proposal, how to feel more comfortable and professional in face-to-face presentations, how to understand the elements of a successful sales presentation and much more!

This Pitch Proposal and Presentation Sales training course can be delivered at your premises anywhere in Singapore by one of our expert local or international trainers.

Contact us today for a [group quote](#).

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## PITCH PROPOSAL AND PRESENTATION SALES TRAINING COURSE OUTLINE

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### FOREWORD

To properly “pitch” a sales proposal, your sales professionals in Singapore need to be fully equipped with the necessary knowledge, skills and latest practices to create a proposal and turn it into a deal-winning sales presentation. Well-trained, self-confident salespeople are always more successful, so give your team the skills they need.

During this training course, participants receive training in identifying the key element of a quality proposal, writing a winning proposal, perfecting the first impression, gaining confidence when giving presentations, and developing a professional approach to products/services sales.

The Pitch Proposal and Presentation Sales Training Course is the fastest way to develop skills in creating and presenting perfect sales pitch that gives the desired results every time.

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### OUTCOMES

**After completing this course, participants will have learned to:**

- ▶ Identify the key elements of a quality proposal
  - ▶ Plan a proposal
  - ▶ Write a brilliant proposal
  - ▶ Understand and use various proposal formats
  - ▶ Get organized
  - ▶ Use persuasive language
  - ▶ Perfect your first impression with dress and handshake
  - ▶ Edit proposals effectively
  - ▶ Feel more comfortable and professional in face-to-face presentations
  - ▶ Understand the elements of a successful presentation
  - ▶ Be professional throughout
  - ▶ Conduct preparations and evaluations
  - ▶ Handle various kinds of sales presentations
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### MODULES

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#### Lesson 1: Getting Started

- ▶ Icebreaker
- ▶ Workshop Objectives

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#### Lesson 2: Getting Down to Business

- ▶ Business Writing Basics
- ▶ Types of Proposals

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#### Lesson 3: Writing Your Proposal

- ▶ Getting Organized
- ▶ Drafting a Proposal

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#### Lesson 4: Getting Thoughts on Paper

- ▶ Planning Your Proposal
- ▶ Exercise

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### Lesson 5: Basic Proposal Formats

- ▶ Choosing a Format
- ▶ Direct Approach
- ▶ Indirect Approach
- ▶ Choosing an Approach

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### Lesson 7: The Handshake

- ▶ Cultivating a Professional Handshake
- ▶ Tips for Success

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### Lesson 9: Elements of a Successful Presentation

- ▶ You Count Too!
- ▶ Positives & Negatives

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### Lesson 11: Presentations

- ▶ Preparation
- ▶ Evaluations

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### Lesson 6: Expert Editing Tips

- ▶ Editing Tips
- ▶ The Fog Index

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### Lesson 8: Getting Ready for Your Presentation

- ▶ Preparation Tips
- ▶ Persuasive Language

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### Lesson 10: Dressing Appropriately

- ▶ Impressions Count!
- ▶ Dressing to Impress
- ▶ Managing Scent
- ▶ Creating a Professional Package

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### Lesson 12: Wrapping Up

- ▶ Words from the Wise

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## WEB LINKS

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- ▶ [View this course online](#)
- ▶ [In-house Training Instant Quote](#)