

SALES OFFICE EXCELLENCE

Conference & Events Sales Office Training

TRAINING INCLUDES

- Focused Conference and Event Sales Office enquiry handling best practice
- 4 x 2 hour interactive workshops covering the following topics;
 - UNDERSTANDING YOUR CUSTOMERS
 - ENQUIRY QUALIFICATION TECHNIQUES
 - CHECKING AVAILABILITY AND PRICING
 - PROPOSING YOUR VENUE TO WIN BUSINESS
 - CONVERSION TACTICS
 - SALES LEADS AND REFERRALS
 - BOOKING MANAGEMENT
 - EVENT COORDINATION
 - FOLLOW UP
- Assessments and 1-1's to ensure delegates hit the industry standards
- Certification upon completion
- Small learning groups to a maximum of 10 people in any workshop giving you the opportunity to talk through current issues
- Course completed over 4 weeks
- £329+VAT per delegate

Training developed and delivered by award winning enquiry handling excellence trainers working to industry and BDRC benchmarking criteria

£329

per delegate

For more information

Call 07523 372126
Email academy@paje-uk.com

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