

# **Success in Sales for Industrial Products** (conducted in Thai)

**July 22, 2019**

**Bangkok Cha-Da Hotel Ratchada Rd,. (near Huai Khwang MRT station) 9:00-16:00**

Changing in today business environment has accelerated for more value needs in the market. If you are now involving in sales or marketing for industrial products and you have an ambition to grow your business substantially, you should attend to get the benefits from this course. It will take you through the whole process of thinking on how you can grow your sales and at the same time to compare to what you have been doing. Things that you catch up from this course will inspire you to change and help your team and yourself to make a significant improvement in your products or services selling in your own products and area or applications responsibilities.

## **Course outlines:-**

- Strategic thinking to increase sales
- 4 Important steps to be success in sales
- How to communicate effectively with the prospects/customers in today business environment
- Understand the real needs of prospects/customers

- Important technique in each sales process
- What will make you very successful in today business environment

- **Speaker: Prasansak Suwanpotipra**

Director of the Board for Danish - Thai Chamber of Commerce

Sales & Marketing Manager at SKF Thailand

Vice President (Sales & Marketing) at Strongpack Plc.

Managing Director at EAC Technical Marketing

General Manager at Danfoss Thailand

**The course fee is Baht 4,900 per person (not included VAT.)**

**For reservation** and further details including for other **in-house programs**,

please contact Khun Piyawan **by email at [training@pascons.com](mailto:training@pascons.com)** or Tel. 02- 917 7147

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