



SALES MASTERY

10 Critical Sales Lessons for Modern Day Entrepreneurs & Sales Professionals

1. Sales Psychology – This is the foundation
2. The Installing the Attitude of a Sales Professional
3. The Selling Process – 10 solid sequential steps
4. Designing a [Sales] Pitch
5. How to do a presentation
6. Handling Objections & Rejections
7. Modern Day Prospecting
8. Essential Tools of Trade for Every Sales Professional and How to Acquire Them
9. How to Close Sales
10. Sales Goldmines & Landmines – How to handle them effectively

Advanced Level

- Selling on WhatsApp ++
- Creating Sales Materials/Content - AI
- Effective Online Presence + Branding
- Public Speaking

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