



Business Education Services

Amid COVID-19 and beyond - Leading Virtual Sales Meetings



5 November 2020,
Thursday,
3pm to 4pm.

Complimentary.

*Limited slots available,
prior registration is required*

Even with COVID numbers declining across Singapore, the reality is that our new normal means work from home will continue at least through the start of 2021. For many sales and customer-facing professionals, this means that face-to-face meetings are still impractical and we'll still be relying on Zoom to do business for the foreseeable future.

With that in mind, it's critical that sales professionals develop the skills they need to sell in the new world. This webinar will focus on providing sales professionals with practical guidance on leading remote sales meetings. We'll start by examining the two most important parts of the meeting - the opening and the closing - and will share how using permission and setting expectations upfront can help keep you and your clients on-track and on-topic throughout the conversation. Then we'll share a set of high-yield discovery questions that can help you better understand and qualify your prospects and clients remotely - especially in situations where you don't have the advantage of reading their body language and non-verbal communication.

By the end of the session you will learn:

1. How to uncover a hidden agenda and use permission to avoid or discuss sensitive topics before the meeting begins.
2. A set of "remote meeting-friendly" discovery questions that you can ask clients to truly understand if there is a mutual fit for your solution.
3. How to set expectations and eliminate time-wasting at the end of meetings.

About the Speaker



Stephen Gonzalez helps businesses set up, train and optimize their sales development and inside sales teams. He has extensive experience training on outbound sales methodology, sales engagement and sales 'hacking' topics, and consulting on sales enablement best practices. Stephen helped establish Oracle's technology software and cloud businesses in Cambodia, Laos, Myanmar, Nepal and Bhutan, and has managed client relationships in nearly every country in Southeast Asia. Stephen is currently retained as an external sales advisor to businesses in the financial services, technology and environmental service industries.



Kevin Legg has spent more than a decade in sales coaching. He has occupied frontline roles in professional services for sixteen years, forming a training curriculum from years carrying a personal sales quota, building sales teams, opening sales territories, opening offices, and training others to sell and lead. Kevin has worked in thirteen countries, selling over a thousand contracts - ranging from government bodies to investments firms, MNCs, SMEs, to the world's leading industrial and technology companies.

Do note that this webinar has limited availability.

Sign up today to reserve your slot with your existing D&B account manager or contact us at:

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- Webinar will be hosted on the Zoom app • Participants are required to download the Zoom app before the webinar begins •
- Session will open 15min before the webinar starts • All questions for the Q&A sessions are to be posted on the chat window •

More on how we can transform your business with [Business Education Services](#).

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