TheSalesWorld®

LEARN • SELL • SUCCEED.

Turn Your Potential into a
Successful Career

FICCI | NASSCOM®

FICCI and NASSCOM reports say

only 10%

of graduates and engineers are employable.

Others lack the required skills and communication.



BRIDGE THE SKILLS GAP

GET PRACTICAL SALES SKILLS. BECOME JOB READY.

www.thesalesworld.com | contact@thesalesworld.com | 99899-66199 | Plot No 114, Salkapuram Post, Kurnool, Andhra Pradesh

ABOUT THE SALES WORLD

Learn today for a better tomorrow

Turn potential into practical sales skills.

TheSalesWorld is a sales training and career-development initiative that helps graduates, job seekers and working professionals develop practical, job-oriented sales capabilities. Our approach combines classroom learning, demonstrations, role-play, market exposure and structured field assignments.

EXPERT-LED LEARNING

Learn from experienced sales professionals and realistic business examples.

PRACTICAL SKILLS

Practise communication, prospecting, customer handling, negotiation and reporting.

DAILY MARKET EXPOSURE

Apply each day's lesson through 15 customer/prospect interactions and a written report.

JOB READINESS

Prepare for interviews and demonstrate customer-facing skills and business formats.

CAREER DEVELOPMENT

Build confidence, discipline and a foundation for long-term growth in sales.

OUR APPROACH

Learn in the classroom. Practise in the market. Review, improve and prepare for the next opportunity.

6-DAY SALES CAREER STARTER

Practical training • Market exposure • Job-ready skills

PROGRAMME FEE ■10,000

6 days | 2 classroom hours daily

For graduates, BBA/MBA candidates and job seekers entering sales.

01 SALES CAREER & COMMUNICATION

Career scope, confidence, grooming, body language, listening and professional introductions.

02 MARKETING MANAGEMENT & 4Ps

Product, Price, Place and Promotion; customer needs, buying behaviour and competitor analysis.

03 MARKET SURVEY & CUSTOMER IDENTIFICATION

Market potential, customer segments, prospecting, lead generation and survey techniques.

04 SELLING SKILLS & NEGOTIATION

Customer approach, needs analysis, product benefits, objections, negotiation and closing.

05 FIELD SALES & BUSINESS FORMATS

Outlet coverage, beat planning, order booking, target planning and daily sales reports.

06 JOB READINESS & FINAL ASSESSMENT

Sales-call simulation, resume and interview preparation, workplace conduct and personal action plan.

COMPULSORY DAILY FIELDWORK

After every class, attempt 15 genuine customer/prospect interactions, collect information linked to the day's topic and submit the fieldwork form. Record actual meetings and unsuccessful attempts honestly. Target: 90 interactions over six days.

WHY INVEST IN SALES TRAINING?

Your career. Your decision.

INVEST ■10,000 IN YOUR CAREER

JOB-ASSURED COURSE* • PRACTICAL SALES TRAINING

TARGET A ■20,000 MONTHLY SALARY FROM YOUR FIRST MONTH

Salary outcomes depend on employer selection, candidate performance and written course terms.

- **PRACTICAL, JOB-ORIENTED SKILLS**
  Communication, prospecting, selling, negotiation and reporting.
- **DAILY MARKET EXPOSURE**
  15 customer/prospect interactions after each class.
- **LEARN FROM EXPERIENCED PROFESSIONALS**
  Real business examples, customer needs and sales discipline.
- **INTERVIEW & WORKPLACE PREPARATION**
  Practise sales calls and demonstrate completed business formats.
- **GROW THROUGH PERFORMANCE**
  Build skills that can support future incentives and career progression.

DON'T SIT IDLE. DON'T BLAME OTHERS.

YOUR CAREER — YOU DECIDE.

*Job assurance must be read with the written eligibility, attendance, assessment and placement conditions.

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