



# **SUPER SELLING AND CUSTOMER MARKETING SKILLS**



ULTRAVANTAGE  
Sales. Culture. Transformation

**MODULE EIGHT ASSESSMENT GUIDE**

# module eight

## STRATEGIC SALES GROWTH MANAGEMENT

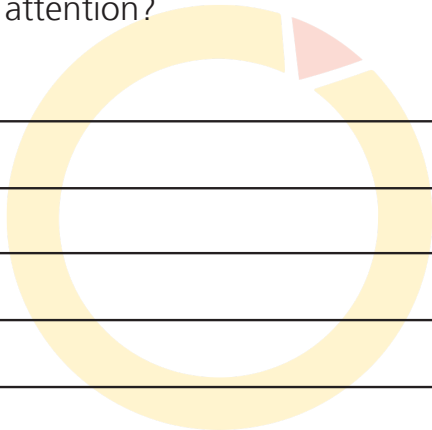
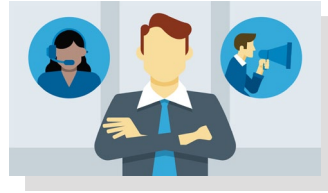




# LESSON 2:

## HOW TO HANDLE IMPATIENT PROSPECTS

Q2. Mr. A is a major decision maker for your target company and is on his way out of the office when you suddenly run into him, bearing in mind that you have been waiting for an opportunity to speak with him. What do you do to ensure you get Mr. A's attention?



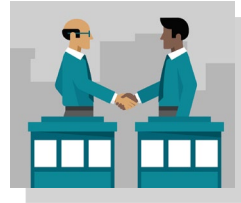
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# LESSON 3:

## TERRITORY MANAGEMENT AND CALL PLANNING

You just acquired a new portfolio or you received a database of fresh leads across multiple locations in your city. How would you go about organizing yourself to visit each one of them in record time?

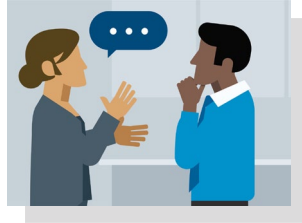


Handwriting practice area consisting of 15 horizontal lines. A large, faint yellow circular graphic is centered behind the lines. The text 'ULTRAVANTAGE' is printed in large, light gray letters across the middle of the lines, with 'Sales. Culture. Transformation' in smaller, red letters below it.

# LESSON 4:

## EFFECTIVE RELATIONSHIP MANAGEMENT

Q4. Picking up the phone to follow up on the prospect/client. Briefly write down (using the case study in M8 L4) how to do this effectively?



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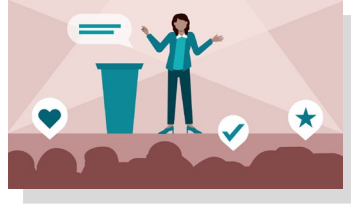
module eight



# LESSON 6:

## SELLING FROM A PLATFORM (PRESENTATION SKILLS)

Q6. Imagine yourself standing in front of an audience or a crowd and you want to gain their approval for your product. How would you start your pitch?



Handwriting practice lines consisting of 12 horizontal lines. A large, faint yellow circular graphic is centered behind the lines. The text 'ULTRAVANTAGE Sales. Culture. Transformation' is printed in a light grey font across the middle of the lines.



