EAGLE
Productivity Solutions
AN **NIIT** GROUP COMPANY

VIRTES
Virtual Intelligence ▼ Remote Training
▼ Engagement Services

VIRTES Virtual Selling Skills Toolkit

Best practices for selling remotely—and succeeding

The Virtual Intelligence Remote Training and Engagement Services (VIRTES) are distinct packaged services based upon current and new content relative to remote workplaces. Always customizable. Available now.

VIRTES Virtual Selling Skills Toolkit

For sales organizations, the advent of COVID-19 signaled pivots at every step in the sales cycle. With many traditional lead generation options paused as the world battles the virus, sales professionals have been under increasing pressure to make the most of every sales call. Getting upskilled in virtual selling technologies and techniques has become essential in this new business frontier.

Being prepared to effectively communicate, engage your customer, and present sales assets in a remote sales scenario is critical to maintaining business continuity. Mastery of the platforms, tools, and techniques specific to virtual selling empowers you to keep selling today, tomorrow, and in the future—despite uncertainty.

For many, remote selling will be a new skill. For others, it's already part of a sales arsenal, but may not be used regularly. Either way, there will be questions about how to get the most out of this unique sales model:

▸ **Virtual selling:** What works? What doesn't?

▸ **Meeting protocols:** Collateral: What's the best way to present content and message it appropriately?

▸ **Using a virtual platform:** What do I need to know about the technology?

▸ **Closing the deal:** How do I overcome objections remotely?

Setting the stage for successful remote sales

Delivered through a blended solution including self-paced learning on Rise 360, virtual instructor-led training, and extended role plays, the **Virtual Selling Skills Toolkit** from Eagle Productivity Solutions and NIIT is a flexible, responsive delivery system that promotes maximum adoption. Offering a deep dive into the soft skills of how to sell remotely, this training includes instruction on how to smoothly make the move from live to remote sales presentations, proven virtual selling techniques, and more.

The Virtual Selling Skills Toolkit provides expert-led training that covers:

▸ Presenting sales assets and content

▸ Strategies and methodologies for virtual selling, including how to employ dynamic visual storytelling

▸ Demonstrations of what good (and bad) looks like

▸ Virtual role-playing

▸ Technical tips and tricks

▸ Coaching strategies

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Features

The The Virtual Selling Skills Toolkit offers platform-agnostic training on best practices for successful remote selling. Throughout this interactive learning journey, expert coaches teach you how to deliver effective virtual sales presentations, from preparing and presenting to messaging and closing the deal.

The Toolkit contains the following components for a blended learning experience:

▸ Self-paced learning in Rise 360 featuring 5 micro-lessons

▸ 3-hour virtual instructor led training, including interactive demos and virtual role-playing (up to 25 people per session)

▸ Quick Reference Cards

▸ Coaching Card

Topics

1. Sales techniques aligned to your selling and coaching model

▸ Employing your selling model remotely

▸ Presenting digital sales assets remotely

2. Strategies and Methodologies

▸ Messaging, pacing and timing considerations

▸ Visual dynamic storytelling

▸ Reading your customer's cues

3. Technology Tips

▸ Using technology to WOW customers

▸ Bouncing back from technology challenges

▸ Troubleshooting tips

4. Coaching Strategies

▸ Overcoming objectives and getting to 'yes'

▸ Manager strategy checklist

▸ Performance review tips

Succeed with proven industry leaders

With over 65 years of combined experience, Eagle Productivity Solutions and its parent company NIIT, deliver customized global training programs proven to deliver cost savings, reduced training times, fewer employee errors, and better productivity. With more than 500 instructional designers and a global network of 2500 trainers, Eagle Productivity Solutions and NIIT have the experience, skills, and resources to make your online learning investments deliver measurable ROI—fast.

Don't wait: Get started today!

To quickly and cost-effectively deliver the most efficient, robust remote experience to your employees, contact Eagle Productivity Solutions today at info@eagleproductivity.com or contact your local Eagle or NIIT representative.

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