

# € TRAINING

Sales and Marketing Strategies



13 - 17 October 2024  
Amman (Jordan)  
ibis Amman



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REF: R314 DATE: 13 - 17 October 2024 Venue: Amman (Jordan) - ibis Amman Fee: 3350 Euro

## Introduction:

In today's society, successful organizations rely heavily on effective marketing and sales strategies to promote their products and services. This program designed to equip participants with the essential skills and insights needed to thrive in sales and marketing roles. Focused on understanding consumer behavior, crafting compelling marketing campaigns, and implementing strategic sales approaches, It offers a comprehensive exploration of key concepts. Participants will emerge with practical knowledge and strategies to navigate the complexities of the modern marketplace with confidence.

## Program Objectives:

By the end of this program, participants will be able to:

- Equip participants with essential skills for success in sales and marketing roles.
- Enhance understanding of consumer behavior to better target and engage with audiences.
- Develop the ability to create compelling marketing campaigns that resonate with target markets.
- Implement strategic sales approaches to effectively drive business growth and revenue.
- Provide practical knowledge and actionable strategies to navigate the competitive marketplace with confidence and agility.

## Targeted Audience:

- Sales managers responsible for leading and developing sales teams.
- Marketing managers looking to optimize marketing strategies and campaigns.
- Business development executives seeking to drive revenue growth.
- Entrepreneurs or small business owners aiming to improve their sales and marketing effectiveness.
- Professionals transitioning into sales or marketing roles.

## Program Outlines:

### Unit 1.

### Sales Techniques and Strategies:

- Mastering effective communication and negotiation skills.

- Understanding buyer psychology and behavior.
- Developing strategies for prospecting and lead generation.
- Creating persuasive sales presentations.
- Implementing closing techniques for successful deals.

## Unit 2.

### Marketing Fundamentals:

- Exploring marketing concepts and theories.
- Understanding market segmentation and targeting.
- Developing brand positioning and messaging.
- Creating integrated marketing campaigns.
- Utilizing digital marketing channels effectively.

## Unit 3.

### Consumer Behavior Analysis:

- Examining factors influencing consumer decisions.
- Analyzing buyer motivations and preferences.
- Understanding the purchase decision-making process.
- Identifying market trends and shifts.
- Utilizing consumer behavior insights for strategic planning.

## Unit 4.

### Strategic Sales Management:

- Setting sales objectives and targets.
- Developing sales strategies aligned with business goals.
- Managing and motivating sales teams.
- Implementing sales performance measurement and evaluation.
- Adapting sales strategies to changing market conditions.

## Unit 5.

### Marketing Analytics and Optimization:

- Collecting and analyzing marketing data.
- Interpreting key marketing metrics and KPIs.
- Utilizing analytics tools for marketing optimization.
- Implementing A/B testing and experimentation.
- Making data-driven decisions to improve marketing effectiveness.