



Course Overview

This course enables the learner to implement new skills from areas planning, pre research and making introductions.

Who is the course for?

Parts sales representatives, or any individual who has the required knowledge in management and business terminology in automotive industry.

What will I get out of it?

- Define the role of the professional parts sales representative in driving business growth
 - Identify the skills, knowledge, attitudes and behaviours required to perform the role successfully
 - Identify the psychology in trade sales development
 - Identify the different drivers of personality types
 - Identify how to create time efficient journey plans.
- Describe pre-visit sales activity

Course Duration

25Hours (5 days)

Course Format

Labs /workshop

Course Fees

200 Omani Rial

Language

Arabic/English

