

Inked: Sales Closing and Negotiation Skills

Sellers learn exactly what they need to know, do, and say to close the sale and gain more control, confidence, and power in negotiations.



Close The Sale And Negotiate With Confidence

Inked training is a comprehensive masterclass that enables sellers with strategies for executing successful closing conversations.

Sellers learn how to negotiate effectively, protect profits, and win more deals with the terms, conditions, and prices that they deserve.

Roles

This rigorous, comprehensive training curriculum is perfect for:

- ➔ SDRs & BDRs
- ➔ Account Executives
- ➔ Field Sales Reps
- ➔ Account Managers
- ➔ Sales Leaders

Learning Outcomes

- Close with confidence using the MLP Framework
- Negotiate for favorable terms and protect profits
- Negotiate effectively in-person and on virtual communication channels
- Develop, plan, and execute a winning closing and negotiation strategy
- Rise above the seven disruptive emotions when negotiating
- Understand and leverage decision-making psychology in the closing process

Flexible Delivery Modalities

Training may be delivered in ILT or VILT modalities, or through on-demand learning paths hosted on your LMS or the Sales Gravy learning platform. Deploy training on your terms with our train-the-trainer programs.

Inked is Part of a Complete System of Sales Training

One system. One language. Higher performance.



Land, Expand, Retain

Sales Gravy masterclass and workshop curriculums span the entirety of the customer journey including: Prospecting, Selling, Presenting, Objection Handling, Negotiating, Closing, Account Management, and Customer Retention.

Framework Based Sales Training Methodology

Our framework-based methodology seamlessly flexes to and integrates into existing sales, account management, and customer success processes, making it easier for learners to assimilate concepts and actualize them in the real world.



Best In Class Sales Training & Workshops

- Fanatical Prospecting[®]
- Sales EQ[™]
- Business Outcome Selling[™]
- Virtual Selling Skills
- Mastering Sales Objections
- Sales Negotiation Skills
- Customer EQ[™]
- Account Expansion Selling[™]
- Adaptive Sales Coaching[™]

