

Category	Description
Initial contact	Initial contact with the customer is the first step in the sales process. It is important to establish a positive first impression and to gather information about the customer's needs and interests. This can be done through a telephone call, email, or in-person meeting. The salesperson should be prepared to answer any questions the customer may have and to provide information about the company's products or services.
Qualification	Qualification is the process of determining whether a customer is a good fit for the company's products or services. This involves gathering information about the customer's industry, size, budget, and needs, and then comparing them to the company's target market. The salesperson should be able to identify any potential challenges or concerns the customer may have and to address them proactively.
Product familiarization	Product familiarization is the process of learning about the company's products or services. This involves reading product descriptions, attending training sessions, and speaking with other salespeople or customers who have used the products. The salesperson should be able to understand the features and benefits of the products and to be able to explain them to customers effectively.
Customer needs analysis	Customer needs analysis is a process of identifying the customer's needs and requirements. This involves gathering information about the customer's industry, size, budget, and needs, and then comparing them to the company's target market. The salesperson should be able to identify any potential challenges or concerns the customer may have and to address them proactively.
Proposition development	Proposition development is the process of creating a value proposition for the customer. This involves identifying the customer's needs and requirements, and then developing a proposal that addresses those needs. The salesperson should be able to explain the value proposition to the customer and to demonstrate how it will benefit them.
Product demonstration	Product demonstration is the process of showing the customer the company's products or services. This involves demonstrating the features and benefits of the products or services, and providing a hands-on experience for the customer. The salesperson should be able to demonstrate the products or services effectively and to answer any questions the customer may have.
Follow-up	Follow-up is the process of maintaining contact with the customer after the sale is made. This involves providing ongoing support, addressing any concerns the customer may have, and keeping the customer informed about any changes or updates to the products or services. The salesperson should be able to maintain a positive relationship with the customer and to keep them engaged with the company.

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S Ben Porath

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