Advanced workshops

Title	Sales B2B Training
Objective	The experiences of the previous Sales workshops conducted in Egypt showed that the Egyptian market is in need for building new sales structure technics in the furniture field. Accordingly, the aim of this workshop is to train participants on the know-how of sales technics, so that participants will be able to develop and apply measuring methods in own companies. The workshop serves the qualification of the Egyptian manpower in furniture sales. The delivery of the training content will vary between lectures, in addition to group work
Content	**Day 1** ▪ Importance of Sales ▪ Qualifications and requirements of a sales representative **Day 2** ▪ Building Sales task-force
Outcome	From the experience of a reputable Trainer for the Furniture Sector, the participants obtain: ▪ Practical ideas for their work ▪ Gaining knowledge about requirements for a sales representative ▪ Knowing how to build a sales structure
Target Group	▪ Salesmen for Office and Hotel Furniture (with min. 2 years of experience) ▪ Showroom Directors (knowing how to work with catalogue) ▪ Participants who have attended our previous workshops
Language	**English *(No translation available)***
Location	Hurghada, Technical University Berlin – El Gouna Campus
Duration	08:30 to 15:00 CLT from Sunday, April 27th, 2014 until Monday, April 28th, 2014
Deliverables	Participant Brief, Handouts, Certificate by the Furniture Academy in Germany
Trainer	Certified Designer Thomas Dieckman

Accommodation	Ali Pacha Hotel *** on Bed and Breakfast basis Check in: 26/04 Check out: 29/04
Expenses	- Hotel accommodation will be covered by the project - Transportation will be covered by the participant
Registration Steps	1. Fill out "Application Form" 2. Send the Application Form to **may.khattab@ahk-mena.com**. 3. Application deadline is Tuesday**, April 8th, 2014** 4. In case you got accepted, you will be contacted on Monday**, April 14th, 2014** to confirm your attendance and booking transportation
Cancellation Policy	5. No charges will be applied, in case cancellation is requested **on Wednesday, April 23rd, 2014** 6. Participant will be charged 1 full night in case cancellation is requested **after Wednesday, April 23rd, 2014**
Certificate Policy	**Applicant must attend full days of training to receive the certificate**