

EV SALES TRAINING PROGRAMME



Title: EV Retail Sales Enhancement for Managers

Audience: Sales Managers

Length: Half Day

Format: Interactive workshop

Course Overview:

This course is designed to support management in developing their teams to deliver an optimal outcome from EV sales. The course will help managers to understand the key learnings being taught to their teams. It will detail how to set the required scene within the sales team and modify the sales process to drive change. It will help management to coach their team members to modify their sales approach to achieve greater EV sales penetration.

Key Learning Areas:

- Understanding the Road to Zero and the ZEV mandate
- Modifying the sales process
- The importance of thorough qualification
- The need to challenge perceptions
- Dispelling the myths
- The importance of test drives
- Identifying poor performers
- Coaching for success

Are you interested? Call us on 01325 776410 or complete the contact form on www.motorvise.com

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