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With the advent of social networking the more traditional but still highly effective skill of telesales is sometimes overlooked. The art of effective telephone calls is a key part of the sales person's armoury and we regularly weave telesales into broader sales training courses. Here are the top 10 tips we recommend you focus on when building telesales skills: We offer short, focused ...

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Our telesales course is formally endorsed qualification by the Institute of Sales Management and upon attending the course you will receive the "Telephone Sales Professional" certificate from the ISM. ISM endorsement is the industry recognised benchmark for high-quality sales training programmes.

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A telesales campaign just might be the right tool you have been looking for to engage with your target audience and glean valuable information. Telesales have known to be effective for lead nurturing, lead qualification, appointment setting and event management. But merely starting a telesales campaign will not ensure sales success.

## **5 Telesales Strategies that Really Work - Inside Sales Box**

It is important to sound authoritative and energised about the product or service you are selling. Wireless headsets provide users with the ability to stand up and move around the office, which in turn helps the telesales or telemarketing agents open up their lungs and project their voices more effectively, as well as getting the blood pumping to keep them feeling more awake when on the call.

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The main benefit of a dialler system, is that it boosts your agent talk time and the overall contact rate. Normally, when dialling manually your agents will spend

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