

Unlock the Secrets of Corporate Success: Proposal Writing, LinkedIn Tricks and the Art of Closing Deals

Continuing Professional Development

Instructor:

Antigoni Marinou (Rokket Project)

Aim & Objectives:

The seminar "Unlock the Secrets of Corporate Success: Proposal Writing, LinkedIn Tricks and the Art of Closing Deals" is designed specifically for corporate services professionals who are looking to take their business to the next level. This comprehensive seminar covers a range of critical skills and techniques that are essential for success in today's competitive business environment. From proposal writing and LinkedIn tricks to systemizing the lead generation process and becoming a trusted consultant, this seminar provides practical tips and insights to help you win more business and closer more deals. With hands-on training and interactive discussions, this seminar is designed to help you develop the skills and confidence you need to succeed. The benefits of attending this seminar include learning how to write compelling proposals, maximize your LinkedIn presence, streamline your lead generation process, and become a trusted consultant to your clients. You will also learn how to reach the decision maker, communicate effectively with top executives, and close more business deals. Attendees will leave the seminar with a comprehensive toolkit of strategies and techniques to help them grow their business and achieve their professional goals.

Who should attend the seminar?

Sales & Business Development Professionals whose routine sounds like:

1. Meetings for sales or growth
2. Proposals
3. Meetings with clients
4. Talking to key decision makers

4 April 2023
09:00 – 14:30 (5 CPD Units)

Registrations:
Fee: €160
Click [here](#) to register

SEMINAR PROGRAMME

		Unlock the Secrets of Corporate Success: Proposal Writing, LinkedIn Tricks and the Art of Closing Deals
Time	Duration	Description
09:00 – 09:15	0:15	Introduction <ul style="list-style-type: none"> • Overview of the seminar • Importance of proposal writing and sales skills for corporate services professionals
09:15 – 10:15	1:00	II. Proposal Writing <ul style="list-style-type: none"> • Essential elements of a winning proposal • How to craft compelling and persuasive proposals • Common mistakes to avoid when writing proposals
10:15 – 11:00	0:45	III. LinkedIn Tricks <ul style="list-style-type: none"> • Maximizing your LinkedIn profile for business growth • Building a strong network on LinkedIn • How to use LinkedIn to find and reach decision makers
11:00 – 11:15	0:15	C O F F E E B R E A K
11:15 – 12:15	1:00	IV. Systemizing the Lead Generation Process <ul style="list-style-type: none"> • Establishing a system for tracking and managing leads • Creating a follow-up system to keep prospects engaged • Strategies for converting leads into clients
12:15 – 13:00	0:45	V. Becoming a Trusted Consultant <ul style="list-style-type: none"> • Building credibility and trust with prospects • Demonstrating your expertise and knowledge • Establishing yourself as a thought leader in your industry
13:00 – 13:15	0:15	C O F F E E B R E A K
13:15 – 13:45	0:30	VI. Reaching the Decision Maker <ul style="list-style-type: none"> • Strategies for getting past gatekeepers and reaching the decision maker • Building rapport and establishing a relationship with decision makers • Making the most of your time with the decision maker
13:45 – 14:15	0:30	VII. Talking to the Top Dogs <ul style="list-style-type: none"> • Understanding the priorities and concerns of top executives • Communicating your value proposition effectively • Closing the deal and sealing the business
14:15 – 14:30	0:15	VIII. Conclusion <ul style="list-style-type: none"> • Summary of key takeaways from the seminar • Q&A session with the seminar facilitator.
TOTAL NET DURATION	5:00	END OF SEMINAR