



Identifying New Sales and Marketing Opportunities to Improve Sales Performance

Overview

A WSQ course specially designed to equip you with the essential skills and knowledge in improving sales performance which includes identifying and evaluating potential sales opportunities, communicating organisation's products and services, and pursuing sales leads to meet sales and marketing objectives.

Learning Outcome

Upon completing the course, you will be equipped with the needed skills to identify new sales opportunities and craft effective marketing scripts that are appealing to your target clients' needs to increase sales. You will also be awarded with a Statement of Attainment issued by SkillsFuture Singapore.

Fees & Funding

Application Fee: \$53.50 -Waived- Course Fee: \$502.90		Grant Amount	Nett Course Fee After Subsidy
Self-Sponsored	Normal Funding	\$235.00	\$267.90
	Mid-Career Enhanced Subsidy (MCES) ¹	\$329.00	\$173.90
Company Sponsored	Singapore Citizens and Permanent Residents ²	\$329.00	\$173.90

1. Mid-Career Enhanced Subsidy is for Singaporeans aged 40 years old and above
 - Course fee covers training and assessment. The fee is inclusive of prevailing GST and subject to changes.
 - SkillsFuture Credit / UTAP can be used to offset the course fee.

2. - Grant amount indicated here does not include absentee payroll (AP) funding.
 - Absentee payroll funding (for Employers), if applicable:
 Singapore Citizen and Permanent Resident employees will receive \$4.50 per hour.

Duration:
11 hours (1.5 days)

