



ARIVU
Empower • Innovate • Perform

Presenting & Delivering Your Perfect Sales Pitch (1-day)

Making a successful sales pitch begins long before the presentation itself. It requires strategic direction, careful preparation and meticulous rehearsal with the right people in order to ensure that your bid will stand out from the crowd.

This one-day workshop takes participants through the pitching process, from the crucial foundations of understanding the client brief and requirements right through the vital preparation stages to the delivery of a confident, stylish bid presentation.

By the end of this course you will be able to:

- Identify what constitutes a good pitch.
- Closely define your client's requirements.
- Develop your pitch strategy.
- Put together your pitch team.
- Create your pitch process.
- Prepare for your pitch.
- Rehearse and present your pitch in the right style.
- Follow up your pitch presentation

What you can expect to gain:

Understand the pitch

- Understanding what the customer really wants
- Asking the right questions
- Research techniques
- Understanding your competitors

Developing your team

- Building a pitch timetable
- Creating the pitch team
- Team organisation, roles skills and responsibilities
- Creating the process

Planning your Campaign Strategy

- Developing your campaign strategy
- Communicating and tracking strategy to the team
- Creative tactics that help your pitch sparkle
- Choosing what type of pitch to make

www.arivu.co.uk

**Innovative & Impactful Coaching & Consulting Services
To Transform Your Business**



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Preparing the Pitch

- Selecting the right information for your pitch
- Developing and preparing your pitch team
- Preparing your presentation
- Getting the tone right
- Deciding what NOT to say
- Demonstrating added value
- Staging and rehearsing your pitch

The Finishing Touches

- Specialist presentation skills for rehearsing and delivering your pitch with confidence and style
- Using visual aids to best effect
- Verbal and non-verbal communications
- Handling questions and objections

What Next?

- Following up on your successful pitch
- Making the best of an unsuccessful pitch

What others have said about these courses:

“If you’re ever faced with a Dragon’s Den type situation and you want to make a powerful impression the first time, then don’t miss this course. It will give you the skills that you need that can be used for life and you will be a more refined sales presenter”.

Mark Rhodes, Moonraker Media

To find out more about this course or to enquire about prices, training dates and locations, please contact us on **0871 237 6767 or email us at info@arivu.co.uk**

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