

Doug Dvorak Offers Sales Excellence Workshop: How to Handle Sales Objections Effectively

Chicago, Illinois, December 16, 2019: Doug Dvorak of The Sales Coaching Institute is scheduled to provide a Sales Excellence Workshop on How to Handle Sales Objections effectively for Marantec America in Chicago, Illinois on December 18, 2019.

The workshop will focus on the best way to handle sales objections and how sales professionals can turn a “no” into a learning experience, rather than taking the answer personally. The skills presented help professionals learn more about the buyer and the company so they can be more effective in future endeavors.

Founded by Dvorak 15 years ago, The Sales Coaching Institute offers productivity training for sales and sales management personnel including online and offline sales training, sales presentation skills, sales assessments, [virtual VP of sales training](#) and [telephone selling techniques](#). Sales training and workshops, such as this one for Marantec America, are customized for each business. The focus is on providing strategic and educational training that provides real, measurable results that unleash untapped sales potential.

Sales managers and businesses who would like more information about sales training and other related services are encouraged to visit [The Sales Coaching Institute](#) website or to call 847-359-6969.

About The Sales Coaching Institute: The Sales Coaching Institute has provided successful sales training and coaching for more than 15 years. Its certified sales trainers are experts who are experienced sales coaches dedicated to the growth and development of other sales professionals.

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