

LinkedIn for Lead Generation and Personal Branding

23 June 2022 02:00 PM - 23 June 2022 05:00 PM

Brief Overview:

During Challenging times sales pipeline are stuck. Sales leaders and small business owners have told us their pipelines are stuck. We're here to support you. To fill your pipeline, you need to have more sales conversations. LinkedIn can be a powerful sales tool for connecting and building relationships with buyers, but many sellers don't know where to start when it comes to using LinkedIn for sales.

LinkedIn is the best place for anyone who is trying to generate leads for their business, connect and network with other professionals, and build a strong brand.

In this course you will learn all the essentials including the tactics, strategies, messaging and tools to find and engage with targeted buyers. This course includes everything a sales or business development professional needs to know in order to monetize LinkedIn for business development.

Session content:

- How to leverage LinkedIn to start more sales conversations.
Covert your profile from a resume to a resource.
Find and engage your new and existing connections.
Get more warm referrals from clients and networking partners.
Engage with Insights.
Leverage other tools to become more efficient with LinkedIn for social selling

For Whom:

- Sales Professionals
Business owner
Entrepreneur
Head of Sales
National Sales Manager
Enterprise Sales

B2B Sales professionals
Regional Sales manager Consultants
Key Note Speakers
Behavioral Trainers
Technical Trainers
Freelancers

Anyone who want to generate leads & build personal brand on LinkedIn

Key Takeaways:

Lead generation blueprint
Find anyone's email & contact details on LinkedIn
Top 5 secret tools of LinkedIn
Charismatic Customer Persona template
Messaging frequency & follow up template

Facilitator profile:

Mr. Rohit Kashyap

Rohit is a professional salesperson and a passionate trainer. Rohit has over 25 years of demonstrated excellence in Sales, Leadership development of executives and teams. He has held key leadership level positions in small to medium-sized companies prior to graduating into his roles as consultant and coach.

A sales growth expert his mission is to help 100K sales, where people feel proud of being in a sales profession.

Having an exposure to facilitate the workshop for different nationalities like Denmark, Poland, Finland, Germany, China, Malaysia, Egypt, Singapore Indonesia & US

Certifications and Training

Certified NLP in Sales, Headgear Labs, UK
Successful Negotiation, Univ. Of Michigan, US
Certified TEIQ Practitioner, Thomas International
BELBIN Team Roles, CERT, UK
Myers-Briggs Type Indicator (MBTI), CPP, Asia Pacific
Occupational Personality Questionnaire (OPQ32r), SHL
Certified Trainer for "Situational Leadership II", Ken Blanchard, US
Hogan Certified Practitioner, Hogan System, US

Fee Details:

- **Fee Details**
- Member amount : Rs 650.00- (Including 18%GST)
- Non Member amount : Rs 780.00- (Including 18%GST)
- Total Member count :