

Startups: Getting into the right Mindset for Sales!

About Me

- 18 years of B2B Sales
- Many Mistakes / Few Great Successes
- I will share what works!
- Check out what BIGJUMP does on our [website](#).

Today's Presentation

- Manage your own psychology when:
 - Prospecting
 - Selling
 - Closing
- Answering specific questions
- Q&A

Prospecting

- It's hard for everyone 😊
- Genuine
- Rejection
- Positive habits
- Empathy
- Where to focus?

Selling Stage

- Be a doctor 😊
- First meeting = building relationship
- Ask the single most important question!
- Customer requirements vs. product benefits

Closing Strategy

- 1. Confirm when they want to realise the benefits**
- 2. Work backwards:**
 1. Confirm price and product
 2. Sign off on Proposal
 3. Delivery
 4. Training and Implementation

Questions Raised

- Courage
- Finding the balance between polite and pushy
- Approaching prospects
- Prospecting
- Getting leads
- Selling in Australian market without local market experience
- Prospecting and getting a meeting
- Unclear
- Trying to sell a brand new product, in a brand new category is up there with the biggest challenges I have ever faced in life
- Thinking the other person thinks I'm manipulating them
- Knowing how to close the sale

Next Steps

- **Free 15 min phone call**
- *Help solve your individual closing strategies*
- *Email: paul.davies@bigjump.com.au to book a time*

What is BIGJUMP up to?



"I struggle to break into new organisations"

"Getting past the gate keepers is really hard!"

"I feel weird approaching a complete stranger to sell my services"

"Closing deals is not as easy as it seems!"

Is BzB Sales a painful experience for your Small Business or Startup?

What you get

1. Online training designed for non-sales people!
2. Each training course includes Templates, Examples and Notes to execute your sales faster
3. For more challenging problems, you get up to 7 interactions each month
 - o Q&A: Ask a specific question by email. Receive a detailed response with context, examples and notes.
 - o 1-on-1 phone call (15 mins) with a mentor to help diagnose sales problems.

Price

Introductory price of \$95/month (standard price: \$295/month)

Subscribe now to be part of our limited **Phase 1** launch



Paul has 18 years of enterprise sales experience across Enterprise and Government clients in Australia, NZ, Asia and the Middle East.

He also has 4 years experience in mentoring startups and has sold approximately \$30M in products and services.

Paul Davies [in](#) [m](#)



REGISTRATION

Name

Organisation

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Q&A