

CUSTOMER-CENTRIC SALES PROCESS DISCOVERY QUESTIONNAIRE



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Customer-Centric Sales Process Discovery

Add details below ➡

Key steps

What are the key steps currently involved in your current sales process?

Lead generation

How do you generate leads or identify potential customers?

Qualification

What criteria do you use to qualify leads and determine their potential value?

Contact

How do you initiate contact or engage with potential customers?

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Presenting / Demonstrating

What methods or channels do you use to present your product or service to customers?

Closing a sale

How do you handle objections or address customer concerns during the sales process?

How do you negotiate and finalise the terms of a sale?

Manage and grow relationship

What actions do you take to ensure customer satisfaction and encourage repeat business?

How do you handle post-sale activities such as customer support or follow-up?

Areas of improvement

Are there any blockages or inefficiencies in your current sales process that you would like to address?

Need more customised help? **WORK WITH US**

Build your sales process framework

Work with us 1:1 to create your customer-centric sales process. Understand your business like never before, with a completely customised sales system that puts your best foot forward. Our sales process maps and playbooks are designed to help you set, measure and drive results. We put the power of sales in your hands.

If you're curious to know how this might work for you, reach out for an obligation-free chat.



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