Garnet
Garnet Global Training Center

GGT-MK-130

Marketing, Sales & Communication

Sales Presentations & Closing

العروض البيعية وإتمام الصفقات

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (practitioner)**

Overview

Sales Presentations & Closing focuses on how the work is actually done: the methods, checks and decisions practitioners use every day, illustrated with real cases from the region. Win and keep customers with sharper strategy, selling and communication. You can join a public session in one of 20 cities or live online, in English or Arabic, or bring the course in-house with examples from your own operations.

What you will be able to do

- Apply the methods and standards of Sales Presentations & Closing to real tasks.
- Follow safe, compliant and documented work practices.
- Avoid the mistakes that most often cause rework or failure.
- Share good practice with your team.
- Use the right tools, checks and calculations step by step.

Who should attend

Marketing and sales teams, account managers, PR and communication specialists. Practitioners with one to five years of experience benefit most.

Key topics

- Customer insight and segmentation
- Brand and positioning
- Digital channels and content
- Sales process and negotiation
- Measurement and ROI
- Media and stakeholder communication

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Sales Presentations & Closing: principles and standards

- Customer insight and segmentation
- Hands-on workshop on a workplace challenge

Day 2 Methods and tools in practice

- Brand and positioning
- Digital channels and content

Day 3 Diagnosis and problem solving

- Sales process and negotiation
- Common mistakes and how to avoid them

Day 4 Quality, safety and documentation

- Measurement and ROI
- Regional and international case studies

Day 5 Workshop, assessment and action plan

- Media and stakeholder communication
- Checklists and templates to take away

10-day outline

Day 1 Sales Presentations & Closing: principles and standards

- Customer insight and segmentation
- Hands-on workshop on a workplace challenge

Day 2 Methods and tools in practice

- Brand and positioning
- Digital channels and content

Day 3 Diagnosis and problem solving

- Sales process and negotiation
- Common mistakes and how to avoid them

Day 4 Quality, safety and documentation

- Measurement and ROI
- Regional and international case studies

Day 5 Workshop, assessment and action plan

- Media and stakeholder communication
- Checklists and templates to take away

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Group discussion and peer review

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Measurement and reporting

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
7–18 Mar 2027	10-day classroom	Riyadh	English	8,950
14–18 Jun 2027	5-day online	Live online	English	2,950
9–13 Aug 2027	5-day classroom	Abu Dhabi	Arabic	4,750
5–9 Dec 2027	5-day classroom	Jeddah	English	4,750
21–25 Feb 2028	5-day classroom	Abu Dhabi	Arabic	4,750
17–21 Apr 2028	5-day classroom	Dubai	Arabic	4,750
14–25 May 2028	10-day classroom	Riyadh	English	8,950
18–29 Dec 2028	10-day online	Live online	Arabic	5,450
1–5 Apr 2029	5-day classroom	Jeddah	English	4,750

Dates	Format	City	Language	Fee (USD)
21–25 May 2029	5-day online	Live online	English	2,950
16–27 Jul 2029	10-day classroom	Vienna	English	8,950
19–23 Aug 2029	5-day classroom	Riyadh	English	4,750
11–22 Mar 2030	10-day classroom	Abu Dhabi	Arabic	8,950
16–20 Jun 2030	5-day classroom	Cairo	Arabic	4,750
9–20 Sep 2030	10-day online	Live online	English	5,450
2–6 Dec 2030	5-day classroom	Paris	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/