

Hamish Knox Backgrounder

Struggling for results?

If you're in sales and you accept 'I'd like to think it over' too often, you may be interested in Sandler Training® with Hamish Knox.

Based in Calgary, Hamish is certified to bring you and/or your sales employees the unique sales system founded by David H. Sandler five decades ago.

In January 2011, Hamish joined the Sandler Training network, a network of over 200 training centres in 31 countries. For more than 40 years, Sandler has taught its distinctive, non-traditional selling system and highly effective sales training methodology, which has helped salespeople and sales managers take charge of the process.

The Sandler Selling System(SM) is used worldwide by small- and medium-sized companies and Fortune 500 corporations.

The Sandler Selling System(SM) is based on reinforcement training, changing your attitudes and behaviors and teaching you a new selling methodology. This is not a 'quick fix' solution but a lasting change realized through reinforcement training.

Hamish's curriculum covers sales, management and customer service training, and executive coaching. He can tailor programs according to your individual needs.

Through Sandler Training®, you will learn to:

- Recognize prospects' emotional buying motives
- Turn cold calls into warm calls
- Stay in control throughout the sales process
- Overcome success barriers in your attitudes, behaviors and techniques
- Increase your courage, confidence and self-esteem
- Become a more effective communicator
- Implement time- and resource-management processes

Hamish is keen to help you accomplish your goals, combining quality materials with ongoing training workshops and individual coaching sessions. He will provide face-to-face support and continually reinforce the world's most successful selling system.

With Hamish and Sandler Training®, you can become a more effective communicator, a stronger salesperson and a better manager.