

SALES MASTERY: BUILDING THE MINDSET, SKILLS & STRATEGIES FOR EFFECTIVE SELLING

One-day hands-on workshop that transforms how sales professionals communicate, connect, and close by focusing on trust, value, and real conversations.

DATE

16th July, 2026

VENUE

AshreiTech Academy, NASTP
Main Sharah e Faisal, Karachi



Let's Meet With Our Trainer

ZAIN GOPLANI

He is an internationally acclaimed trainer and founder of Zest Experience, a leading training and consulting firm operating across the UAE, Turkey, and South Asia.

Certified in Design Thinking™ and Professional Training (IAPPD UK), HE empowers organizations to unlock growth and innovation through dynamic, hands-on workshops

SPECIALIZATIONS

- Leadership Training
- Design Thinking™
- Cross-Cultural Consulting
- Strategic Growth Facilitation
- Workshop Design & Delivery
- Corporate Collaboration

Discover how Zain can transform your team's potential to begin the journey.



PROGRAM OVERVIEW

Sales Mastery is a practical, experience-driven program designed to help sales professionals shift from traditional selling to consultative, customer-focused conversations. The program focuses on understanding customer needs, building trust, and communicating with confidence throughout the sales process.

Participants learn how to ask the right questions, listen actively, handle objections effectively, and close conversations in a way that feels natural and value driven. Through guided discussions and real-world scenarios, the program equips sales professionals with the mindset and skills needed to build stronger relationships and achieve consistent sales results.

METHODOLOGY

- Sales simulations and role plays
- Customer case scenarios
- Group discussions and peer learning
- Practical tools and sales frameworks

LEARNING OUTCOMES

By the end of this workshop, participants will be able to:

- Approach sales conversations with confidence and clarity
- Build stronger customer relationships
- Identify customer needs effectively
- Handle objections professionally
- Improve conversion through structured sales conversations

REGISTRATION DETAILS

Program Fee: **PKR 40,000+ 15% SST** per participant.

Payment can be made via a Payorder in the name of AshreiTech or IBFT to:

Title of Account: ASHREI TECH PRIVATE LIMITED

IBAN: PK61MEZN0099740107642699

Bank Name: Meezan Bank Limited

Nominate a group of 4 and get a 15% discount.

The program fee covers the program manual, certificate of participation, Lunch, Entry Pass, and networking opportunities.

Cancellations can be sent 7 days before the program, after which NO cancellations will be accepted.

For more information, Contact

0333-2775771