

1 DAY

# BUSINESS SEMINAR: SALES POWER

Unlock the treasure to enjoyable and rewarding sales activities with our **Sales Power Skills** Training! Ensuring that every action contributes to last long customer relationship and selling productivity.

Seminar Fee:

**5,500 THB** | Special price only this time\*

*(Vat and withholding tax excluded)*

Language: Japanese / Thai

Thursday,

**May 28, 2025**

9AM - 4.30PM

At iResident Hotel, Silom

## OUR SPEAKERS:



Hiroko Fujita  
Speaker



Sornnarong Tasorn  
Interpreter

**REGISTER NOW!**



More information at  
<https://retro-modern-thailand.com/>

 Retro Modern Bangkok

Contact us at  
+66 (0) 82 671-8574

Sathorn Thani Bldg. II, Room No. 1809,  
18th Fl., 92/53 North-Sathorn Road,  
Silom, Bangrak, Bangkok 10500

[contact@retro-modern.com](mailto:contact@retro-modern.com)

**THU., NOVEMBER 7, 2024**

The key to success is to building trusting and lasting relationship with customers. The “**Sales Power**” Training program will equip your sales team with the skills and essential knowledges for building lasting connections and rewarding achievements. This program will enhancing your sales skill, but also creating a customer-centric culture that will sustain loyalty and repeat business.

Our speaker, Ms. Hiroko Fujita is a successful business owners with rich of experiences. The seminar will be delivered in both Japanese and Thai language.

## Our Speaker



**Hiroko Fujita**  
Speaker

### The President of Leap Growth Inc.

After earning her law degree from Rikkyo University, Ms. Fujita Hiroko achieved company-wide recognition as MVP during her second year at a Recruit-affiliated real estate firm.

Driven by a desire to refine her sales skills, she transitioned to an IT company in a different sector, where she excelled as a sales professional, securing contracts worth several hundred million yen annually.

In 2019, she embarked on an independent journey, delivering impactful results as a freelance sales representative across diverse industries.

By 2020, she had founded a sales training and coaching business, partnering with RetroModern Inc. Her expertise spans areas ranging from sales training to onboarding programs for new hires. Her workshops have garnered praise from participants, establishing her reputation as a sought-after and repeat instructor.

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Hiroko Fujita  
Speaker



Marisa  
Interpreter

# **SALES POWER** **COURSE OUTLINE**

**THU., NOVEMBER 7, 2024**

**AM**

## **Introduction**

- Goal & Objective

## **What is Sales?**

- Fundamental Roles
- Essential skills for today sales

## **Communication & Relationship Building**

- The importance of communication with customers
- Understanding Social Style

## **Consulting Sales Process**

- Effective Sales Process
- Keys for approaching customers.

## **Workshop & Discussion**

- Significance social impact of company products & services
- Self - analysis and sharing

**PM**

## **Consulting Sales Process**

- Listening
- Presenting
- Closing

Activity: Role - Playing

## **Workshop & Discussion**

- Listening & Speaking Skills
- Questioning Skills
- Getting close through conversations and talking skills.

## **What can you do for Sales?**

- Workable plan
- Regular contact with prospective customers.
- Referrals from other companies

## **Warp-up**

- Review contents
- Passion

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