

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

Tuesday,

October 28, 2025

9AM - 4.30PM

At iResident Hotel, Silom

OUR SPEAKERS:



Jun Mori
Speaker



Sornnarong Tasorn
Interpreter

REGISTER NOW!



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



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

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SALES POWER **COURSE OUTLINE**

TUE., OCT 28, 2025

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



Jun Mori

Speaker

Founder & CEO, Management by Philosophia Inc.

Certified SME Consultant / Professional Talent Development Expert

Based in Tokyo, Japan

With over 10 years of experience in talent development, he has supported more than 7,000 business professionals across 100+ companies, focusing on leadership enhancement and management capability development.

After graduating from Waseda University, he joined a major railway company as a generalist, successfully passing a highly competitive selection process with a 600-to-1 acceptance ratio.

In his twenties, he became the manager of a shopping center, where he boosted sales and resolved a complex land rights issue. During this time, he also passed Japan’s national SME Consultant exam, known for its 4% pass rate.

He then traveled to 66 countries across all continents except Antarctica, broadening his global perspective and refining his management philosophy to meet international standards.

After returning to Japan, he worked as an organizational and HR consultant. At a major consulting firm, he served as a Senior Manager, launched a new business unit, and led his department in sales for three consecutive years.

He is widely recognized as a trusted expert in the field of leadership and talent development.

He is also the author of the management book (Japanese):

<https://www.amazon.co.jp/dp/4863679653>

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Jun Mori
Speaker



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SALES POWER COURSE OUTLINE

TUE., OCT 28, 2025

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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