



Building Exceptional Sales and Marketing Organizations



Agenda

- Who we are?
- How we help you build an exceptional sales marketing organization?
- The role of strategy and process
- Our methodology for working together
- Our solutions and services
- Keys to enterprise excellence
- How we protect your investment



Who are we?

- A specialized consultancy group with main focus on sales and marketing excellence & best-practices
- Various cooperation's with leaders in the field of sales and marketing methodology
- Performance Improvement Methodology
- Some quick facts:
 - Global representation through a network of affiliates in more than 30 countries
 - Programs available in 30 languages
 - Industry expertise in Financial Services, Telecommunications, High-Tech and IT



Why Clients work with us?

We help build exceptional organizations

Our clients tell us, we help them:

- Get results fast
- Win business consistently
- Build a roadmap for growing your business



Get Results Fast

- Recognize an immediate return on investment in both your people and your processes
- Consistently use the right approach for winning business
- Ramp new employees to become top performers



Win Business Consistently

- Effectively manage every aspect of customer management
- Strengthen communication
- Ensure every opportunity reflects the best result for you and your customer



A Roadmap for Growing Your Organization

- Benchmark your organization against world-class standards
- Gain visibility into the strengths and weaknesses of your organization
- Gain visibility into your opportunities
- Provide better forecasting accuracy
- Know who to hire and why

At the heart lies effective process & strategy



Our Engagement Model

- Discovery
- Discovery Review
- Define Solution Fit
- Solution Design
- Solution Delivery
- Ongoing Stewardship and Assessment

