

Outsourced Sales Management

Description

BDU will mentor and assist in developing your sales team, leaving you more time to focus on your top priority: running your business. Our goal is to increase your top line as we work with your sales associates to:

- Develop well-defined activity plans with daily, weekly, and monthly goals.
- Guide salespeople on how to fill the pipeline with quality prospects on a consistent basis.
- Maintain accountability through in-person or virtual meetings.



- Function together as a unified team to optimize results.
- Increase the size of average sales, improve close ratios, and reduce the sales cycle.
- Meet and exceed quotas, both individually and as a team.
- Gain additional training and reinforcement whenever necessary.

We will also work with you and your executive staff to:

- Review progress reports to provide a clear understanding of your revenue sources.
- Perform a sales force analysis to ensure that you have the right people in place to achieve ongoing success.
- Establish a vision for the sales team with clear expectations, roles, and responsibilities.
- Assist in structuring your sales team for maximum effectiveness and productivity.
- Refine your company's sales strategies and client acquisition process.
- Design incentives and recognition programs that drive both individual and team efforts.

As you focus on core business development and overall company strategy, BDU will assist in transforming your sale team into a revenue-generating powerhouse to ensure long-term business success.

Request a consultation

Your Name (required)

Company Name (required)

Your Email (required)

Your Phone (required)

Subject (required)

Your Message

Send

Date Created

July 8, 2016

Author

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