

## **We are Passionate about Sales**



Superior Sales Teams don't happen by themselves. They are created with care, attention, knowledge by painstaking leadership. Setting up sales teams are different from running them.

Running a reasonably functional sales team is in itself a challenge as sales representatives are often an independent lot that fiercely look after their own interests. Setting up a Superior Sales Team requires patience as well as insight in motivational psychology. Stakes are high and rewards can be even higher.

### **Coaching of Sales Managers:**

Running a Sales Team can be a lonely work, General Managers tend not to understand sales related issues and the team are all out and about selling.

We offer support for Sales Managers, an independent coach that guides you to reflection about yourself, your team and the organisation. What other ways are there to reach and exceed your goals, are you missing a great opportunity? When being challenged to explain your thought out loud you often find that the pieces of the puzzle fall into place.

### **Interim Sales Management:**

We are passionate about sales, creating revenue drives the rest of the organisation to perform, it is the interaction between your company and your customers. Regardless how well the rest of the organisation can perform they do not get the chance to do so unless the sales team generates the business input.

If your Sales Team isn't performing, your sales Manager has left then we can take over managing the sales team exceeding your expectations. In our network we have wide experience in Sales in a variety of industries.

### **Recruitment of Sales Managers and Sales Reps:**

It starts with people, attracting the right employee is essential to success. Your employees will determine how your company is perceived by your stakeholders.

Matching candidates values with your corporate vision and values in addition to preparing job descriptions and other requirements warrants success. Local awareness on remuneration packs and good relations with Unions ensures compliance and satisfied colleagues. In our network we offer different personality, trait and knowledge tests.