



Outsourced VP of Sales

As your Outsourced VP of Sales, I do the work for you. I will build a sales plan, processes and team that delivers on your revenue goals. I take on all of the work involved with managing your sales team so you can run the business.



Why do our clients choose to move forward with an Outsourced VP of Sales?

They all experience some of the following common sales issues:

- No documented sales plan
- Not sure if the right tools and processes are in place to drive and sustain sales growth
- Stalled out proposals
- The desire to have someone else handle sales, since that isn't the best use of your time
- Not sure where to start – "I don't know what I don't know"
- Lack of time available to effectively manage the sales team
- Inability to take sales "to the next level"
- Uncertainty about what sales questions to ask
- Inability to find the "right" salesperson for the company, industry and products

SALES PLAN

As your Outsourced VP of Sales, we take the time to listen and learn about your unique needs. We develop a custom plan that puts a structure and system in place, and then manage it until you can hire a sales leader.



A customized engagement typically looks like:

- Developing a sales strategy
- Recruiting, interviewing, hiring, and training your sales force
- Creating and executing a sales plan focused on growth
- Reporting on and analyzing sales performance
- Building compensation plans that deliver results
- Holding the sales team accountable - weekly team meetings, coaching, ride-alongs, training, corrective action plans
- Selecting, customizing and fully leveraging a CRM
- Developing best practices for sales
- And more...

Want to learn more about how the proven sales systems from Sales Xceleration can help your business increase sales and profit margins?

I can help. Contact me today.



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