

# OBJECTIVE MANAGEMENT GROUP'S SEIA









Objective  
Management  
Group®



## SEIA: SALES EFFECTIVENESS AND IMPROVEMENT ANALYSIS

**OBJECTIVE MANAGEMENT GROUP'S** Sales Effectiveness and Improvement Analysis (SEIA) is the only tool that provides an in depth look at the people, systems, and strategies of a sales organization. It sheds light on potential problems with:

-  Your **hiring** criteria
-  The effectiveness of your sales **management** efforts
-  Whether your management team is on the **same page**
-  Whether your sales team can sell **consultatively**
-  Factors impacting the **ramp-up** time of new sales people
-  Business **being lost** because of underperforming salespeople



## OUR ANALYSES ANSWER QUESTIONS INCLUDING BUT NOT LIMITED TO:

- » **WHETHER YOU HAVE** the right people in the right roles
- » **HOW EFFECTIVE** your sales managers are at recruiting, coaching, motivating, and holding their reports accountable
- » **HOW YOU CAN IMPROVE** your pipeline and forecasting accuracy
- » **DO YOUR SALES PROCESSES** support a high-performance sales organization



[www.slictexas.com](http://www.slictexas.com)

# OBJECTIVE MANAGEMENT GROUP'S SEIA



Objective  
Management  
Group®



## THE SEIA INCLUDES THE FOLLOWING DELIVERABLES :

- 1 SALES EFFECTIVENESS AND IMPROVEMENT ANALYSIS**  
A report with more than 125 pages of data-rich analyses tailored to your organization
- 2 SEIA EXECUTIVE SUMMARY**  
A visual summary of the most important findings from the SEIA
- 3 SEIA ANALYZER**  
A business intelligence tool that lets users sort and filter data in table or graph form
- 4 SMARTSIZING TOOL**  
An interactive modeling application to help you make decisions about team restructuring



**Contact us to get started:**

Michel Privé

[mprive@salesxceleration.com](mailto:mprive@salesxceleration.com)

713-907-6310