



**SALES PRODUCTIVITY**

## Sales Development Road Map

*There is a distinct advantage in working with an organisation that provides a complete resource to develop high levels of sales performance.*

*An integrated consulting relationship increases the speed of response and saves money through a better understanding of your business.*

*Outcomes are enhanced through consistency and processes can be integrated in a common way across your entire sales force.*

*This 'Road Map' shows how Sales Productivity combines its wealth of experience into a complete value-added sales development process*

### **Creating World Class Sales Organisations**

Sales Productivity is a specialist organisation. Our resources are exclusively focussed on increasing your sales performance. Our international experience extends to working in over twenty countries across six continents. We work with many of Australia's largest companies and have experience in almost every type of business.

As engineers of the sales process we combine our practical sales experience with proven sales processes and support them with the development of key skills. This results in the development of strong revenue generation strategies for your business.

The 'Road Map' on the other side of this page outlines the comprehensive approach that we take in helping you to increase your sales. Conducted either as a complete development program or as individually targeted activities, these programs address critical issues to increase your sales results.

*For more information on how Sales Productivity can help you to increase your effectiveness in winning major bids and tenders, please call or fax this information to us.*

- Please send me more information on the ways that Sales Productivity can increase my sales results.
- I would like to talk to a consultant.

Name: \_\_\_\_\_

Position: \_\_\_\_\_

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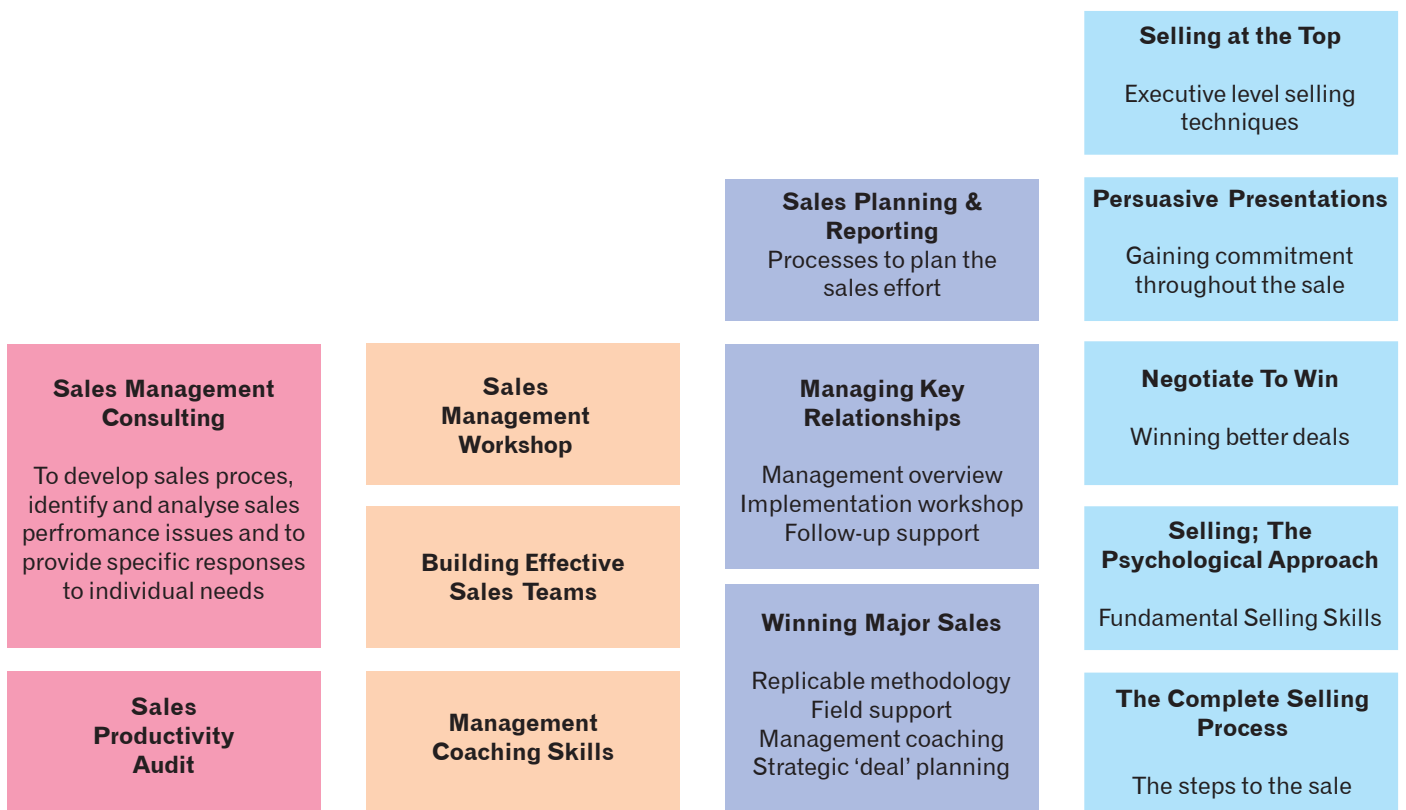


## Sales Development Road Map

### Resources to Increase Your Sales

This 'Road Map' depicts the major programs and consulting resources that we can provide to increase your sales productivity. It shows how we combine a series of building blocks into a complete sales development program. These activities are all

conducted "in-house" for groups of between eight and sixteen people as well as across the total sales organisation. We will work closely with you to customise these processes to suit your specific needs and business objectives.



These resources act to enhance the environment in which sales performance takes place. By focussing on these macro issues, a positive environment can be established to support other revenue generation initiatives.

These workshops support sales managers in driving a productive sales team towards consistently high levels of sales results.

Implementing these formal and replicable sales processes creates a discipline and a strategic approach that increases success in managing sales and key customer relationships

These training programs develop fundamental selling skills and support sales process. They increase the ability of the sales force to maximise value and reduce the emphasis on price..

