


DECENTRALIZED SALES OPERATIONS

Uniting data-driven sales with decentralized sales team, we build a performance-driven sales function, without weighing on your balance sheet or without need for organizational change

WHY?

 Market demand for growth and opportunity to scale

 Many companies building exceptional products, but few build effective sales organizations

 Highly competitive market for talent

PROGRAM TYPES



Geographic Expansion
Entering new markets



In-Market Scale
Driving sales into new segments

PROGRAM ELEMENTS



Data Driven Sales Analysis	Decentralized Sales Teams
Big data insights for hyper-targeting the right customers for your product – at the right time, with the right pitch	Bespoke external sales operation, fueled by independent sales leads, motivated through performance-based incentives
1. Shorten the sales cycle	1. Easier sales
2. Decrease your acquisition cost per sale	2. Motivated sales team
3. Target easier sales	3. Growth without hiring
<i>Targeting the Right Leads</i>	<i>Consistently Closing Sales</i>