

Sales Services

Sales Growth Scorecard

The Sales Growth Scorecard is a business tool designed to help you evaluate your company's sales performance. The scorecard covers over 60 key performance indicators which are compared and scored against industry best practices. After our analysis we deliver a final scorecard report and recommendations for sales performance improvement.

Sales Growth Assessment and Action Plan

The Sales Growth Assessment and Action Plan is a comprehensive analysis of your sales strategy and processes. (1) We meet with your sales management team to better understand your business, people, goals and challenges. (2) We evaluate your sales processes, scripts, collateral, presentations, etc. from the customers point of view. (3) We evaluate your sales department against the best practices of successful growth companies. (4) We deliver a comprehensive sales evaluation with strategic and tactical recommendations and action plans for exceeding your sales goals. (5) We train your team on the techniques for successful implementation. (6) We provide unlimited executive team phone and email mentoring for 90 days.

Sales Growth Strategy Development

The Sales Strategy Development program focuses on strategy development and implementation which will increase new customer sales, increase deal size, improve closing ratios and close deals quicker. (1) We teach you specific techniques and methods for creating a highly effective sales strategy. (2) We help you develop your sales strategy and implementation plan. (3) We perform a follow-up review and evaluation. (4) We provide unlimited executive team phone and email mentoring for 60 days.

Partner and Reseller Strategy Development

The Partner and Reseller Strategy Development program focuses on strategy development and implementation for launching and managing strategic sales partnerships or being an authorized reseller. (1) We teach you specific techniques and methods for creating a highly effective partner and reseller strategy. (2) We help you develop your partner and reseller strategy and implementation plan. (3) We perform a follow-up review and evaluation. (4) We provide unlimited executive team phone and email mentoring for 60 days.

Sales Team Training and Mentoring

The Sales Team Training and Mentoring program provides professional development workshops turning average performers into TOP PERFORMERS. This program contains over 30 workshops covering critical sales, leadership, strategy, marketing and general professional development topics.

- * 1 Day Onsite Seminar (4 workshops)
- * 2 Day Onsite Seminar (8 workshops)
- * 2 Hour Teleseminar Workshops (1, 3, 6, 12 pack options)
- * 30 days unlimited email mentoring for each seminar / workshop

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Executive Business Advisers is a management consulting firm specializing in business growth, sales and profit improvement.

We help CEO's increase sales revenue, reduce sales and marketing costs, improve marketing ROI and drive new business growth by improving and optimizing their sales, marketing, company strategy and financial health.



Executives like yourself bring us in to quickly evaluate their business and deliver strategic step by step recommendations on what they need to do differently to increase sales revenue, improve profit margins and drive new business growth.

We can help you:

- Reduce sales cycle time per sale
- Reduce sales and marketing costs
- Increase sales team closing ratio
- Increase prospect penetration with C-Level executives
- Increase inbound lead generation
- Improve top line sales revenue
- Improve marketing return on investment
- Improve financial management and business valuation
- Teach your team how to communicate your value to prospects

If you are interested in **gaining a competitive advantage**, please give me a call.



Best Regards,

A handwritten signature in blue ink that reads 'D-Sommer'.

Dennis Sommer
Founder and CEO