

## Interim Sales

### What does this mean?

The **ProActiveSales** Interim Sales service is designed to provide experienced sales professionals as interim workers delivering a hands-on approach to achieving your sales goals. This can be for a variety of reasons:

- ✓ Launching a new product.
- ✓ Market Research to establish viability of product.
- ✓ Speculating existing products to new markets without distracting existing sales teams.
- ✓ Filling a temporary gap in the sales structure.
- ✓ Reducing the workload of a busy business owner.

**ProActiveSales** can be your Sales Team or Sales Manager working with you to increase your sales.

### How will my organisation benefit?

- ✓ Access to qualified and experienced sales and sales management professionals with over 25 years of experience of working in a corporate environment and selling into the Corporate market.
- ✓ Access to additional essential services such as Marketing and Branding experts which can complement the sales effort to maximum effectiveness.
- ✓ A low cost approach to speculating new products or new markets or both without the need to embark upon an expensive recruitment process.
- ✓ A sales resource at short notice to cover for unexpected gaps in your sales team.
- ✓ A service specifically designed to help start-up and small to medium size businesses grow their top line with the minimum of risk.

### What SERVICES are offered?

The **ProActiveSales** Service provides invaluable sales resources at short notice to help provide continuity to sales initiatives. To provide the best service we cover the following:

- ✓ **Initial one-to-one meeting** – this is an informal discussion to gain an understanding of the requirements and for you to address any specific areas of concern. After the meeting we will be able to fully assess the extent of work that may be needed and the costs involved.
- ✓ **New product launch** – you may not wish to distract your current sales team from protecting and growing your core business or you a start-up business with a new product or service you want to launch into the market place. **ProActiveSales** will take the new product, develop a marketing and sales strategy and take it into the market place for you, provide Marketing and Branding support if needed.
- ✓ **New markets** – you may wish to speculate into new markets and may be uncertain of the potential success. **ProActiveSales** will undertake this project for you.

- ✓ **An unexpected gap in your in your sales structure** – this could be at any level from Sales Director, through Sales Manager to Sales Executive. Whatever the position, we have access to experienced sales personnel who are able to operate at any level.
- ✓ **The Busy Business Owner** – having started the business up from scratch you are doing everything yourself, HR, Marketing and Sales. You're stretched to the limits and need some breathing space. Let **ProActiveSales** take the sales workload off your hands. **ProActiveSales** will grow your revenue streams to the point where you can recruit your own in-house sales team and can even help you through the recruitment process and get the right people.

Whatever your specific sales requirements, **ProActiveSales** can create an Interim Sales solution to meet your specific needs.

### What Does It Cost?

The fees for the use of the **ProActiveSales** service will vary according to the extent of the work involved. An initial meeting would take place free-of-charge to listen to your needs and ideas after which an accurate assessment of the time required will be made, a firm quotation will follow.

**ProActiveSales** will always make sure to offer a best value for money proposition and will agree fee rates in advance and hold them for a specified period. Alternatively, where there is an agreed scope for a complete project, a fixed fee can be agreed in advance to cover all relevant activities and expenses.

### About ProActiveSales

**ProActiveSales** is a business that utilizes over 25 years of experience of working in Corporate and Business-to-Business Sales to offer services that deliver significant benefits to your sales operation. Whether it be assessing your sales operation to look for areas of optimization or actually carrying out sales activities, you can be sure of a professional service that brings measurable returns on investment to your business.

You can chose from any one or a combination of the following Service Offers:

- ✓ **Interim Sales/Sales Management**
- ✓ **Sales Effectiveness Assessment**
- ✓ **Sales Training and Coaching**