

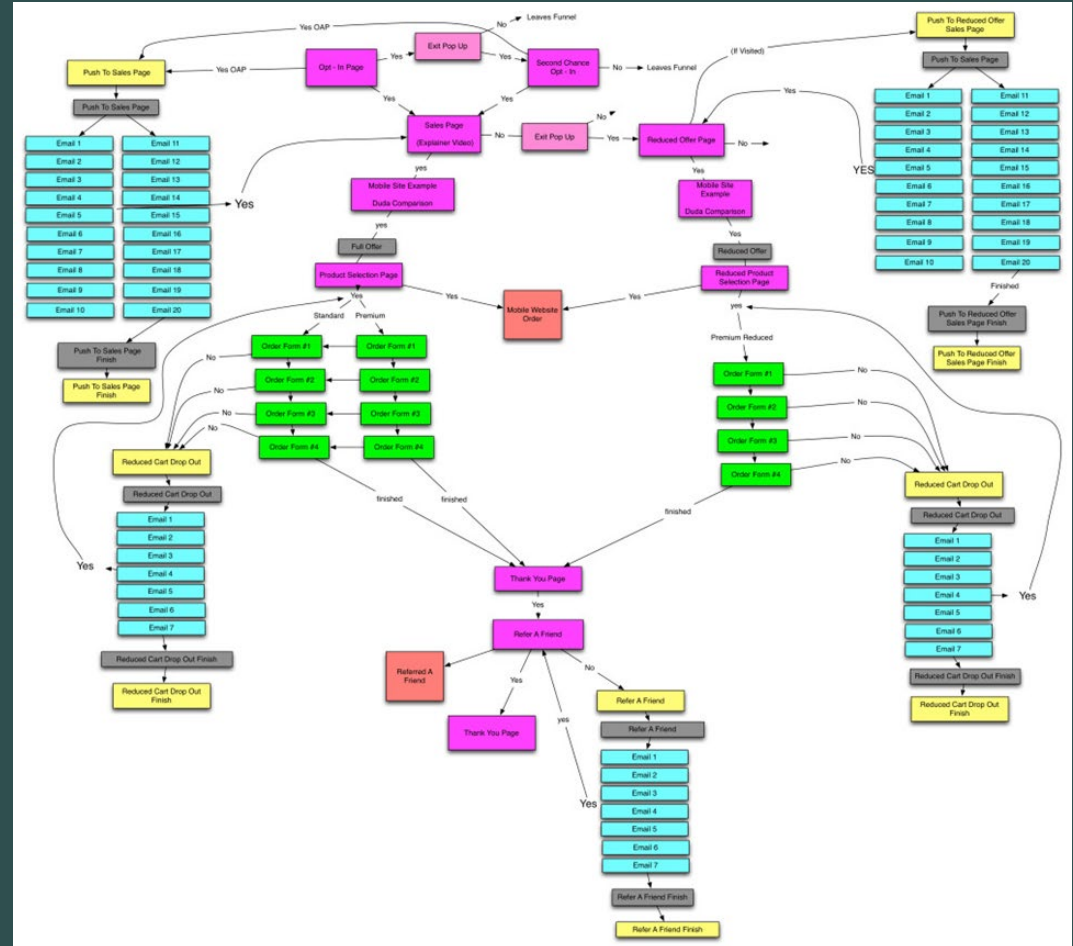
SERVICE OFFERING



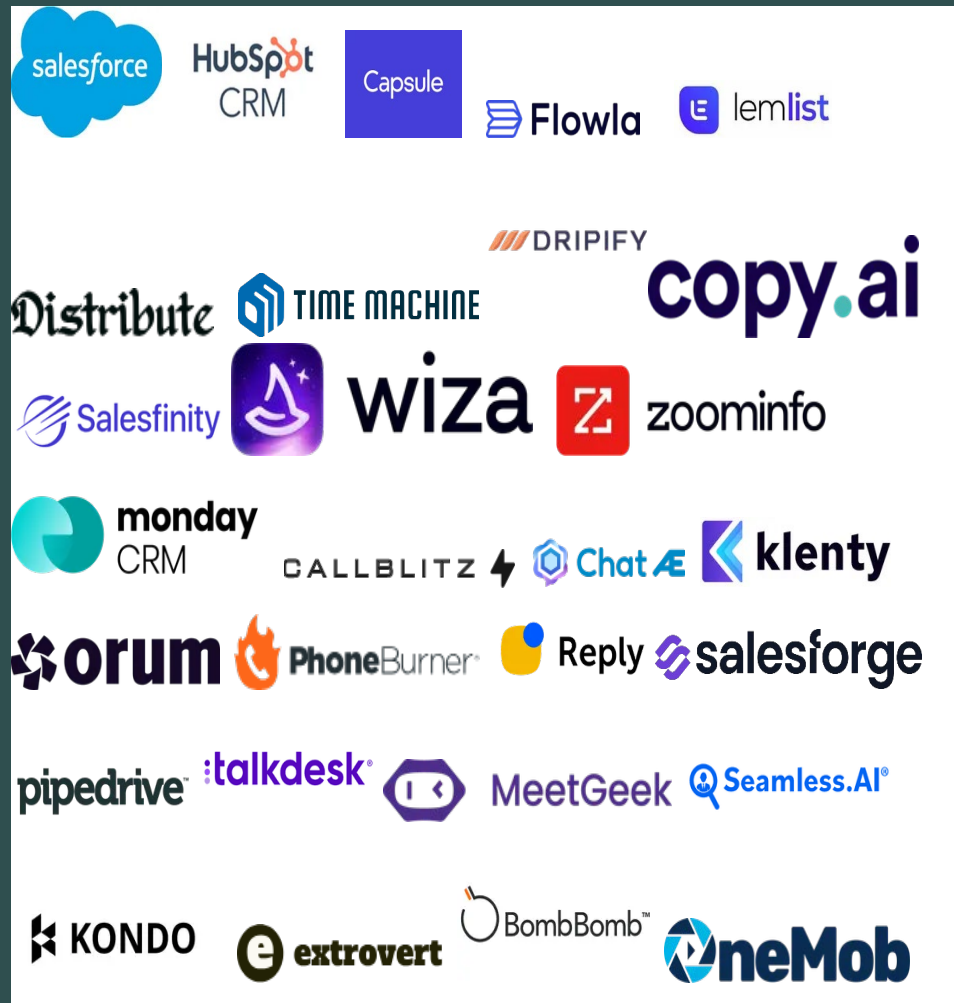
Wired for
Sales Success

SALES PROCESS OPTIMIZATION

- Assess existing sales process and create/modify/improve.
- Sales process creation, implementation and execution
- Create sales playbooks and prospecting plans
- Train client team on new sales process & plan.
- Outbound prospecting creation, testing, refinement and implementation.
- Sales activity planning and methodology.
- Territory planning and methodology.
- Pipeline Methodology & Management
- Design/implement AI tools to increase selling time and increase prospecting effectiveness.

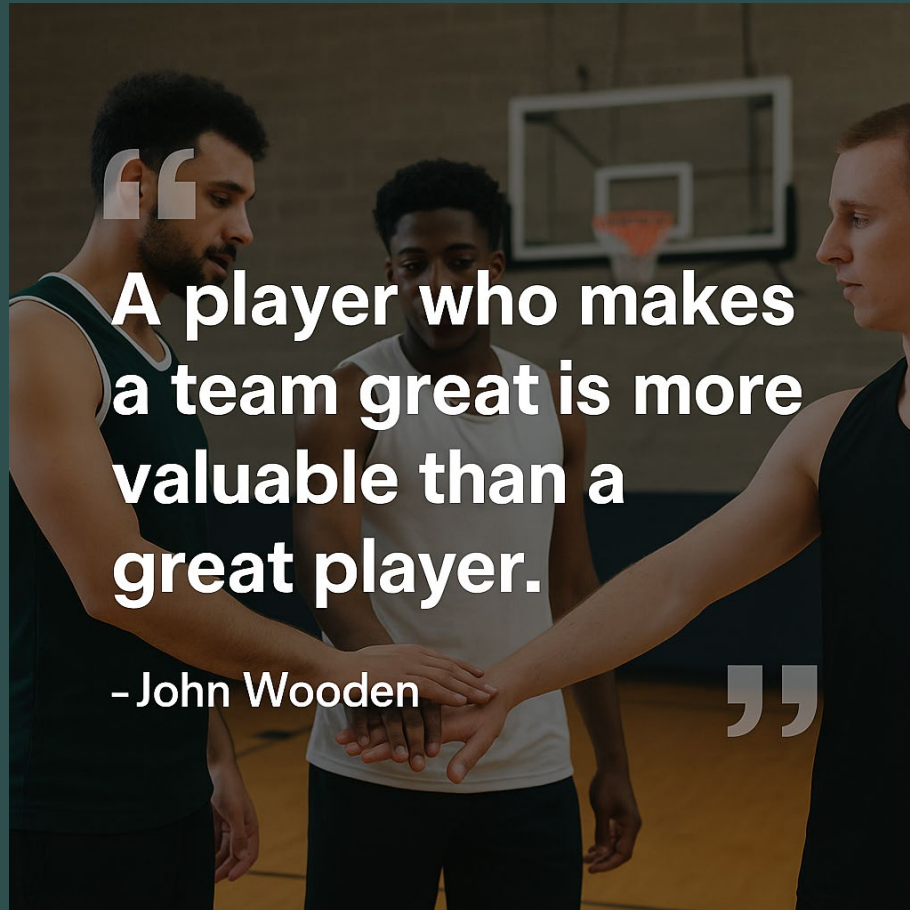


SALES & MARKETING TECHNOLOGY ALIGNMENT



- Improve sales force adoption of CRM and sales enablement systems
- Emerging AI SaaS tools education & selection
- Assistance in tech stack selection & implementation
 - CRM
 - Content Generation
 - Data & Predictive Analytics
 - Digital Sales Rooms
 - Email & Campaign Personalization
 - Conversational Chatbots
 - Lead Scoring

SALES TEAM DEVELOPMENT



**A player who makes
a team great is more
valuable than a
great player.**

- John Wooden

- Talent Assessment with TTI Success Insights
- DISC profiling & assessments
- Sales rep training & coaching
- Sales management coaching
- Sales team motivation – creating a winning & sustainable environment
- Career path planning & coaching
- Motivating with contests and recognition
- Creating & sustaining a culture of winning

REVENUE ATTAINMENT IMPROVEMENT METHODOLOGY

***"The strength of the team
is each individual member.
The strength of each
member is the team."
— Phil Jackson***

***"If you really look closely,
most overnight successes
took a long time."
— Steve Jobs***

***"Ambition is the path to
success. Persistence is
the vehicle you arrive in."
— Bill Bradley***

- Strategies to improve faster market penetration
- Strategic business development and partnerships
- Lead generation improvement methodology
- Prospecting and pipeline development
- Creating new sales models
- Compensation plans, quotas, territory planning and alignment to improve revenue and increase profit margins.
- SDR & AE Role hiring, development, training and on-boarding
- Sales & customer success teams' alignment

INCREASE LEAD GENERATION EFFICIENCY

Tools using AI

- AI-Powered Lead Scoring
- Conversational AI Chatbots
- AI-Driven Email & Campaign Personalization
- Intent Data & Predictive Analytics
- AI-Enhanced Content Generation





FOR MORE DETAILS CALL JEFF

Jeff Smith
312-388-1422
jeffsmith@wiredforsalesuccess.com
www.wiredforsalesuccess.com