



OUR PASSION IS TO SOLVE ONE PROBLEM; SALES

We specialize in fractional sales leadership and strategic advisory services to help companies accelerate growth and improve their sales operations. Elevate Sales Advisors partners with small to mid-sized businesses and startups to develop customized sales strategies, optimize processes, and drive measurable results. Our services include sales strategy development, sales infrastructure development, team coaching, pipeline management, and hands-on support in closing deals.

Sales Infrastructure Development

Together we will create and implement a comprehensive plan to build an effective sales infrastructure along with you providing all the processes and tools needed to source, hire, and onboard the right salespeople and manage your sales team for success.

Fractional Sales Leadership

Fractional sales leadership provides businesses with experienced, high-level sales management on a part-time or contract basis. This service is ideal for companies looking to accelerate growth, optimize their sales strategy, or build a high-performing sales team without committing to a full-time executive hire. We bring strategic insights, proven methodologies, and hands-on leadership to drive revenue and scalability.

Sales Coaching

Our comprehensive sales coaching services are designed to empower your sales professionals with the skills, strategies, and confidence needed to achieve outstanding results. Whether you're a small business looking to scale or an established company aiming to refine your sales processes, our tailored coaching programs are here to help you succeed.

Federal Business Development

Our federal business development services are designed to assist companies of all sizes in securing government contracts, enhancing their market presence, and driving sustainable growth. With our expert guidance and strategic insights, you can unlock lucrative opportunities and expand your footprint in the federal sector.

What is Fractional Sales

Fractional sales refers to the practice of hiring a sales professional, often an experienced sales leader or executive, on a part-time or contract basis rather than as a full-time employee. This approach allows companies to access high-level sales expertise and leadership without the cost of a full-time role. Fractional sales leaders work with multiple companies, typically small to mid-sized businesses, to build or refine sales strategies, develop processes, and guide sales teams.

Benefits

- **Cost Efficiency:** Fractional sales roles provide the expertise needed without a full-time salary, which can be ideal for businesses with limited budgets.
- **Access to Expertise:** Fractional leaders bring seasoned insights, helping companies optimize sales tactics and improve performance.
- **Flexibility:** Companies can adjust the level of support as needed, scaling up or down as business needs change.



CHRIS MILLER

Founder & President
Elevate Sales Advisors

"It doesn't make sense to hire smart people and tell them what to do; we hire smart people so they can tell us what to do."

-Steve Jobs

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Fractional Sales Leader | Speaker | Founder & CEO of Elevate Sales Advisors

Chris is the President, Elevate Sales Advisors, LLC. As a former Air Force Officer and corporate executive, he has led diverse teams with roles in sales, project management, and product development for over 30 years.

Chris found Elevate Sales Advisors to apply what he learned over his career to help small and mid-sized businesses execute proven strategies to accelerate their revenue growth. His approach is hands-on and highly engaged with clients, leading the way to build the sales foundation and team that can deliver ongoing growth and success at the conclusion of each engagement.

Prior to forming Elevate Sales Advisors he led the Sales & Marketing team for Orano's Nuclear Services. Additionally, he managed the Handheld Chemical, Biological, Radiological, Nuclear, and Explosives (CBRNE) Detection Program of General Dynamics Armament & Technical Products division.

Chris holds a Bachelor of Science in Electrical Engineering from the University of South Carolina and a Master of Business Administration from Bellevue University. He is also a Certified Sales Leader and Lean Six Sigma Yellow Belt.

HOW I HELP

- Grow their sales
- Finding their best customers
- Creating a Sales Plan and Playbook
- Develop the process and install the tools for predictable results
- Hiring and managing high performing sales teams

BEST QUESTION TO ASK ME

- We have no formal sales process. Where do we start?
- Why do I have a revolving door of salespersons?
- What's the best approach for compensating my sales team?

AT A GLANCE

EXPERTISE

- Sales Organization Assessments
- Hiring of Sales Professionals
- Value Proposition Workshops
- Sales Organization Development
- Government Contracting

VALUE PROPOSITION

- Solution tailored to the needs of the client
- One-on-one coaching to improve performance
- Assist GovCons expand their presence in the federal sector
- Allow C-level executives to focus on core priorities

DIFFERENTIATORS

- Extensive GovCon Expertise
- We do the work
- Minority Owned
- Tailored Solutions

CREDENTIALS

- BS Electrical Eng -University of South Carolina
- Master Business Admin - Bellevue University
- Certified Sales Leader
- Lean Six Sigma Yellow Belt

