

THE JOURNEY TO SALES VELOCITY



PROCESS AUDIT

A comprehensive review of the existing sales process.

CONTENT EVALUATION



An evaluation of existing content, collateral and messaging used to support sales efforts.



REPORT

Receive a report of our findings that identifies where areas of friction may currently exist in the sales organization.



IMPLEMENT

Execute an implementation strategy with key deliverables and due dates.



SYSTEMS REVIEW

An evaluation of the current systems in place used for opportunity management.

TEAM DISCUSSION



Group and 1-on-1 discussions to learn about the human aspect of the team.



PROPOSAL

Receive a customized proposal tailored to the needs of each client.



MANAGE

Create a long term partnership to help drive pipeline management review as a contracted member of your team.

For more details, visit www.kallansalesdev.com.