



Retained –Programmes

Opportunities for growing your businesses:

Strategic sales and business mentoring supporting People and profit

90 days SALES ADVISORY SOLUTIONS WORKING WITH YOU TO CONVERT MORE SALES

The **90 DAY RETAINED** services offer a way to have in your business the services of a Strategic Fractional Sales Director to work directly with you on and alongside the business

The **90 day option is provided to existing clients** requiring strategic sales support on how to bring in more sales revenue and clients to the business in line with your KPI'S and targets: For new clients the minimum contract is 6 months to ensure viability and ROI.

With a wealth of experience and expertise in sales and business growth and people development this service can be a very cost-effective way of having high level support that is focused directly on your business growth – an expert external view and internal analysis can help to pinpoint areas for development and review.

90 days – 3 months support £3000 (£1000 per month)



Why CEO Business Mentoring is Invaluable for You in your Business

For CEO's and directors mentoring and advisory with hands on support as an option, offers a unique and invaluable opportunity to gain external guidance that ensures strategic alignment and operational effectiveness. If you have a team – we can incorporate any relevant training or coaching as part of the programme depending on the key requirements an

outcomes.

Key Benefits of Sales Focused Business Mentoring:

1. Clarity and Focus:

Regular sessions provide a structured environment for reflection and strategic planning, helping leaders stay focused on their core objectives. This is especially valuable in maintaining direction amidst rapid changes and competing priorities. Sales can get left behind and allowed to 'drift' I work with you to keep the focus



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2. **Strategic Insight:**

An experienced mentor brings fresh perspectives and expertise, acting as a sounding board for critical decisions. I believe this external viewpoint often uncovers blind spots, challenges assumptions, and strengthens strategic thinking.

3. **Accountability and Progress:**

Monthly mentoring sessions, (2 per month) combined with ongoing support, ensure that goals and action plans are consistently reviewed and refined. This accountability drives tangible progress and measurable outcomes. Your sales goals will be identified at the start of the programme and we will work towards achieving that goal and delivering the results you are seeking through regular analysis of your sales pipeline, sales process review and high touch sales follow up coupled with nurture and customer service support that meet the values of your approach to business.

4. **Tailored Support:**

Each session is customised to address your businesses specific needs, whether strategic sales planning, conversions improvement and profitability, sales growth, and team development. This ensures relevance and impact for each participant.

5. **Time-Efficient and Results-Oriented:**

The format of a 90-minute monthly session with additional analysis and support work is highly efficient for busy leaders. It balances focused, high-value interaction with follow-through activities that deliver actionable results.

Programme Details:

- **Duration:** 90 days with an option to continue monthly basis. (at £1000 per month)

One initial analysis and scope session to outline key objectives – 2.5 hours. This can be in person or online (locations in person included are Surrey, London, Kent , Hampshire and West Sussex) Suggested time 10am to 12.30pm or 11.00am to 1.30pm
- **Structure:** 6 90-minute online sessions over 12 weeks (90 days) complemented by up to 2 hours of additional analysis, strategy work, and relevant reporting tailored to your business needs. Up to 2 of the 6 sessions can be held as ‘team’ co creation with CEO/ Director and relevant individuals to support implementation of any changes
- **Access to frameworks,** support on processes and review of marketing and sales and customer service driven systems, content and sales pipeline management includes if required creating a tailored follow up process.
- Access to Sheree for questions email or what’s app during the week 10am to 6pm



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90 day PROGRAMME Investment:

- 90 days: 3 months: £3000 *
- 180 days: 6 months: £5400
- Option to add additional months at £1000 flexible contract after 3 months *

Why It Matters:



Investing in Sales & Business CEO mentoring is not just about improving sales and revenue to grow your business, and develop your team (internal or external) it's about becoming more fulfilled and having greater success, be that increased revenue, profitability and knowing you have the right people in the right places. Leaders who engage in mentoring are better equipped to effectively, adapt to challenges, and inspire themselves and others including prospects and customers

in achieving shared goals.

This is your opportunity to ensure your move decisively and successfully in the right direction.

To discuss your best solutions for more sales and revenue growth and check your sales pipeline process and systems are upgraded and ready and your people too! – book an AUDIT call with Sheree here:

<https://calendly.com/shereesalesleader>

Access to Sheree Owen an experienced mentor-coach-advisor provides a powerful advantage in navigating the complexities of growth in revenue and sales with strategic approach to achieving long-term business success.

Note Whereas Strategic Sales Dynamics cannot guarantee wholly your ROI, Sheree will only take on clients (a limited number annually) that she is confident she can support in this respect with viable products and services.

Strategic sales dynamics 2024
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