

Are your sales team hitting their targets?

'Freshen up your sales teams performance and enhance your sales management practice by taking a motivating and objective look at your sales strategy.'



'Take a helicopter view and see an increase in new customer acquisitions, securing more customer loyalty and reducing the cost of sale.'

ANDANTE [UK] LTD INDEPENDENT, OBJECTIVE, EFFECTIVE.

CALL US now on 0115 952 3016 or email business.solutions@andanteuk.com

Supporting innovation with grants and funding applications, product development, go to market planning, sales strategy

QUESTIONS WE CAN HELP YOU ANSWER



- The company can only go where the sales team takes it, are they going in the right direction?
- Is your sales team motivated to succeed?
- Are they 'roadworthy' is it time for an 'MOT'?
- Are your sales management team on top of their game during these challenging times ?
- Everybody should be a sales body, are they?
- Is the organisation supporting your customer's journey adequately?

Motivate, Educate and Evaluate – the Andante approach

AN IMPROVEMENT PLAN WITH A CHOICE OF MISSION CRITICAL SALES COMPONENTS AVAILABLE FROM *Andante [UK] Ltd*



Review current practice
On site support
On the job training
Workshops and role play
Guidance and mentoring

Helping your sales team close more business effectively

- The numbers first, last and always
- Making your own luck
- How to be a winner
- Prospecting
- The importance of “propositions”
- Identifying the decision making unit
- Understanding compelling events
- Managing meetings
- Sales presentations
- Presenting proposals
- Always be closing
- Closing ratios
- Handling objections
- Identifying buying signals
- Negotiation
- Delivering clean orders
- Using sales tools

Ensuring your management team are on top of their game

- The numbers first, last and always
- Recruiting the right people
- Keeping the right people
- Motivating the team
- Managing a pipeline
- Managing the team
- Leadership styles
- Cost of sales
- Providing “air cover”
- Working with other managers
- The customers journey
- Cross selling
- Up selling
- How to keep it simple
- Pacing the team avoiding burn out
- Sales administration
- Building sales tools

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