

Boost Your Sales

Not just a promise
but a "cast-iron" pledge.



Together, Better Business



Selling more, with less effort

How well do these following descriptions match your situation? The competition is such that the time has come to revamp your sales strategy. You are ambitious and are looking for ways of stepping up your business opportunities. Your sales figures are plummeting and you have to turn your business around quickly. You are anxious to attract and win more interesting and rewarding customers. You aspire to boost your business results so as to increase the value of your company and be able to strike the best deal when selling it...

If this situation applies to you, it may well be worthwhile considering the pragmatic and innovative approach developed by Sales Consult.



Business success is not a matter of luck

Designed to win, keep and increase your customers, our system is based on the principle that your business performance is not a matter of luck, but rather the logical outcome of a measurable and predictable mathematical process that can be guided or influenced at any time.



More effective sales management tools

Your effectiveness can be enhanced thanks to the set of tools we have developed to shorten your sales cycle, while applying a constructive and measurable approach for removing hurdles to your business activities.



A 22% performance boost

Delivering a 22% performance boost with your current sales and marketing team: this is the return we plan to achieve as a result of rolling out a KPI's related action plan...

And that is just one of the outcomes you may expect. Thanks to Sales Consult's approach, your teams will improve their focus and increase their efficiency levels in order to ascertain your necessary business outcomes.

The days of investing heavily on customer-centric strategies because it intuitively "feels right" are long gone! You will boost your sales with less effort, so your activities become a more enjoyable experience reflecting greater efficiency...

Customized services



Assessment

You need a clear view of your target and the fastest way of achieving it.

Our tried and tested tool will act like a **GPS** system to guide you through the stages required to achieve your business goals. Identifying and retaining your profitable customer base, investigating new opportunities (distribution channels, services, products, markets), acquiring new customers... We use explicit scoreboards to pinpoint your untapped business opportunities and identify the **drivers** that will have a positive impact on your sales.



Recruitment

You need the right sales profile to ensure your business development in certain regions or increase sales of specific products and/or services.

We will act on your behalf to recruit the right sales person or sales manager you need to get the job done. You can be fully confident that he or she will be the perfect fit thanks to our **exclusive tool** giving us access to a multitude of market databases, our skills lexicon, and, last but not least, the outstanding expertise of our professional recruiting staff.



Coaching

You need to improve the effectiveness of your sales and marketing teams in the field while helping your sales managers to drive their sales forces.

To achieve this, we provide you with a set of practical tools, exercises and business games... Everyone shares the same methodology based on the **pleasure of joining forces to win** projects. Within a few weeks, you will notice a virtuous cycle developing amidst your teams, while sales figures start to improve noticeably.



Outsourcing

You may not have the in-company resources you need to achieve your sales objectives.

Depending on your requirements and your availability, we can take on your business development during a given period. Interim management, the provision of total or partially needed resources: everything is possible! Our **unique approach** towards the marketplace and rigorous management will boost your achievements immediately, and permanently impact your business in the long term.

Entrust us with the **turnaround** and **growth** of your **business**

Winning the confidence of over 200 clients for whom Sales Consult has generated sales figures for well over € 12 million within a timespan of just a couple of years, certainly says something about our trustworthiness and the reliability of our approach! That is why Sales Consult prides itself on delivering excellence in terms of staff and tools. Methodology, process, the variety of sales channels,... Our multi-sectorial expertise and experience guarantee you a high-quality service, closely tuned to your business needs.

Hence we can guarantee:

- **The involvement of experienced, results-oriented sales professionals**
- **The delivery of pragmatic and straightforward solutions**
- **A commercial impact on all your company's divisions**
- **Valid and practical reporting and monitoring tools**
- **Timely actions**
- **Compliance with deadlines and commitments**
- **Strict confidentiality**

Sales Consult is CBFA-(Banking, Financial and Insurance Commission)-certified, MBTI (Myers-Briggs Type Indicator)-certified and accredited for neuromarketing research. Our services are eligible for grants from the Walloon Region and the Brussels-Capital Region. An invaluable asset for SMEs!



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