



# Outsourced VP of Sales

As your Outsourced VP of Sales, I do the work for you. I will build a sales plan, processes and team that delivers on your revenue goals. I take on all the work involved with managing your sales team so you can run the business.



## Why do clients choose to move forward withan Outsourced VP of Sales?

They all experience some of the following common sales issues:

- No documented sales plan
- Not sure if the right tools and processes are in place to drive and sustain sales growth
- Stalled out proposals
- The desire to have someone else handle sales, since that isn't the best use of your time
- Not sure where to start – “I don't know what I don't know”
- Lack of time available to effectively manage the sales team
- Inability to take sales “to the next level”
- Uncertainty about what sales questions to ask
- Inability to find the “right” salesperson for the company, industry and products



STRATEGIC  
SALES  
SOLUTIONS



POWERED BY:  
**SALES  
XCELERATION**  
STRATEGY | PROCESS | EXECUTION

# SALES PLAN

As your Outsourced VP of Sales, I take the time to listen and learn about your unique needs. I develop a custom plan that puts a structure and system in place, and then manage it until you can hire a sales leader.



## A customized engagement typically looks like:

- Developing a sales strategy
- Recruiting, interviewing, hiring, and training your sales force
- Creating and executing a sales plan focused on growth
- Reporting on and analyzing sales performance
- Building compensation plans that deliver results
- Holding the sales team accountable - Weekly team meetings, coaching, ride-alongs, training, corrective action plans
- Selecting, customizing and fully leveraging a CRM
- Developing best practices for sales
- And more...

Want to learn more about how the proven sales systems from Sales Xceleration can help your business increase sales and profit margins?

I can help...

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[www.SalesXceleration.com](http://www.SalesXceleration.com)