

VALUE-BUILDING EXPERTISE

SALES PROCESS

INTRODUCTION

Revenue generation and the processes that drive that revenue are one of the cornerstones supporting real value in a company. The ability to forecast, deliver and measure sales results not only improves quarterly results, but contributes to the underlying value of the company if that performance is predictable, recurring, and sustainable.

Rizolve works with companies to build the sales infrastructure and quality processes necessary to deliver this end result true to your mission.

ABOUT RIZOLVE PARTNERS

Rizolve Partners is a strategic advisory firm that helps privately-owned businesses achieve peak value. We help businesses owners define the right path and take the right steps to realize optimal outcomes.

We guide private businesses on how to accelerate growth, drive value and position themselves for scalability, external investment and liquidity events. With the right plan, executed by the right team, it can be enjoyable and extremely rewarding.

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PROBLEM

The sales structure of many small to medium sized companies evolve without a cohesive, plan to achieve the long-range goals of the organization. Over 90% of executives surveyed* identify struggles in the following areas:

- **Sales Strategy** including industry positioning and value proposition
- **Sales Organization** starting with staffing, training, and roles & responsibilities
- **Sales Methodology** in terms of process and CRM.
- **Sales Analysis** including goals, quotas, metrics, and compensation & incentives.

The result is characterized by a sales organization without direction, often pursuing objectives that are not in concert with corporate goals, and an executive team unsure whether they are getting the performance and ROI out of their sales efforts.

*Data compiled from over 3,000 Sales Xceleration SAA 4.0s pre-engagement client assessments completed from December 1, 2018 to December 1, 2021.

SOLUTION

Rizolve provides business owners with experienced sales professionals to build the right processes, assemble the right team, and put the right tools in place to grow revenue.

We define the required sales resources and develop a comprehensive, customized plan detailing the appropriate sales infrastructure and processes to support the client's revenue goals. The plan consists of actionable, prioritized steps that result in drastically improved sales productivity.

If necessary, we also manage the work involved with running a sales team, including hiring, training, running weekly sales meetings, creating a compensation plan, setting metrics and holding the team accountable.

BENEFITS

Clients have the confidence of knowing that the sales plan has been designed by a seasoned sales professional with years of experience, using leading edge assessment and CRM tools, best practices and basic "been there; done that" expertise.

Plans are actionable and measurable, and the Rizolve process provides weekly follow-up to ensure accountability and the opportunity for course corrections as environments evolve therefore providing the assurance of ongoing support to both management and the sales organization.

Let's talk about how Rizolve Partners can help you with your Sales Process and Infrastructure.

DRIVING OPTIMAL VALUE FOR BUSINESS OWNERS.