



Our goal is to help organisations improve their sales effectiveness, productivity, capability and processes.

Our services are individually tailored to the needs of our customers and our core focus centres on,

- Sales Transformation, Process Reviews and Improvement Plans
- Bespoke Sales Skills Training, Coaching and Mentoring
- Sales, Workplace and Leadership Workshops (authorised Wylie Everything DiSC partner)

The work we do enables our customers to improve their return on investment in their sales and business development operations by,

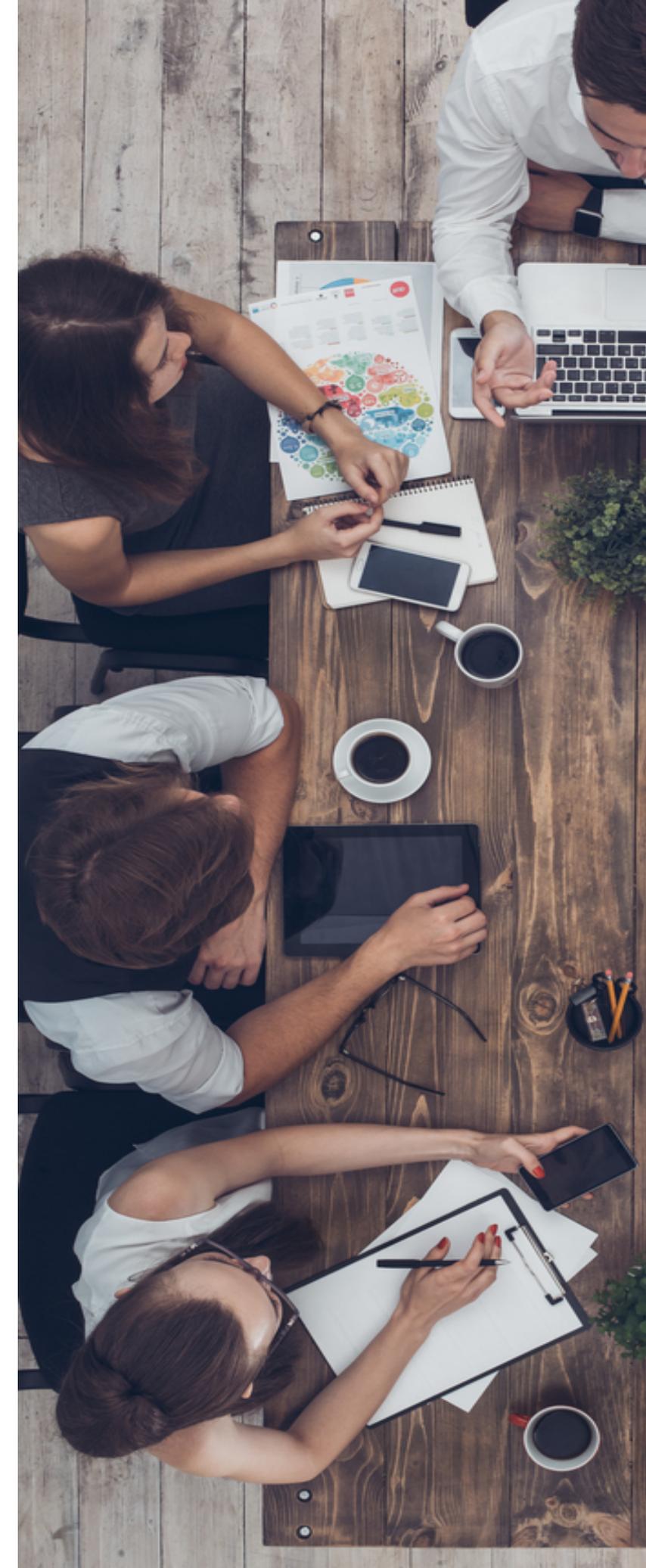
- Increasing profitability - by improving their sales skills, methodologies, effectiveness and conversion rates
- Reducing cost - by improving their sales processes, planning, productivity and the use of their time, resources and money
- Enhancing reputation - by increasing the professionalism of their sales activity in the eyes of their customers and prospects.

Since our formation in 2010 we have successfully delivered one, more or all of these services to a wide range of customers, both large and small across a broad range of industries.

The logos of some of the organisations we have successfully delivered on behalf of can be seen below.



For more details on all of our services, please visit our website or get in touch for a discussion on how we can improve the effectiveness, productivity and return on investment in your sales and business development operations.



Sales Transformation, Process Reviews and Improvement Plans

Our sales transformation service is designed to improve the effectiveness and productivity of your sales and business development teams, providing recommendations that will increase your R.O.I (return on investment) in them.

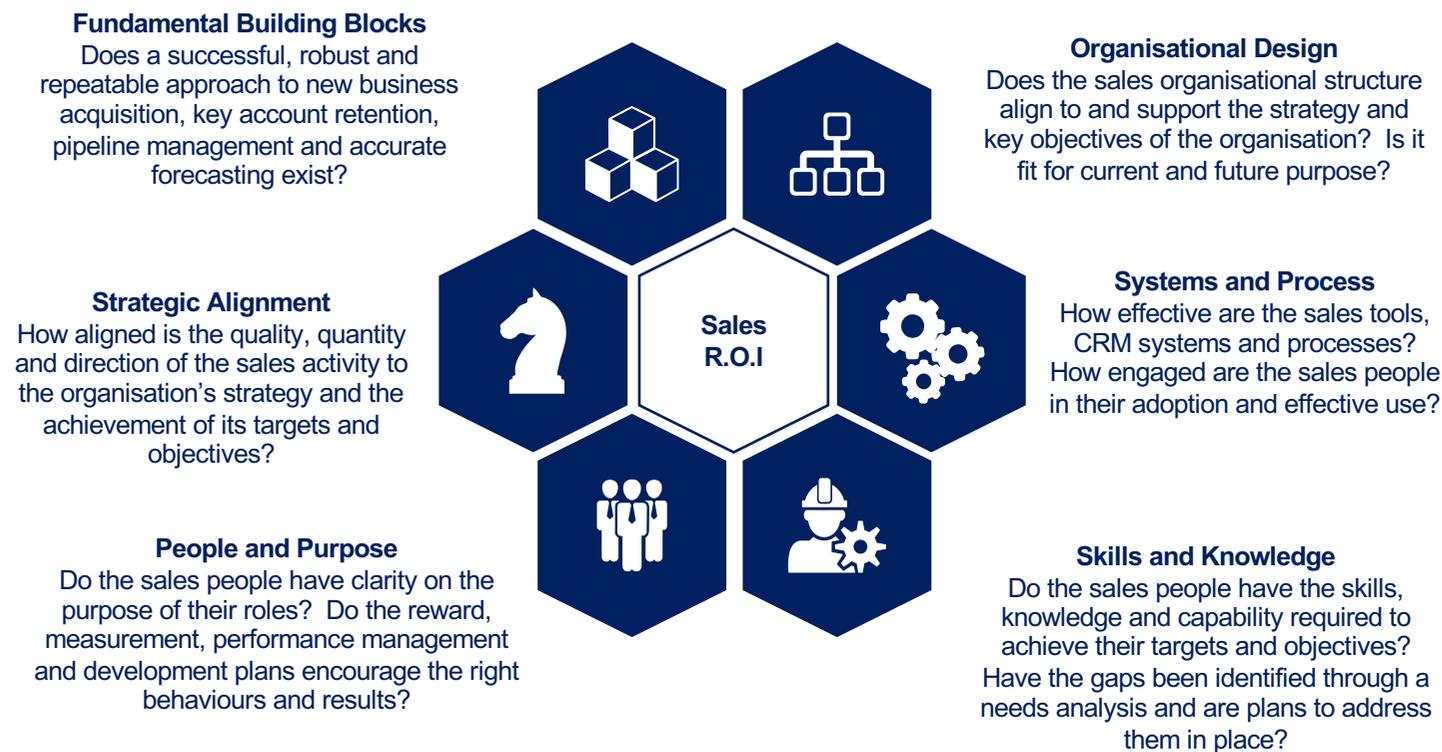
Our approach can be tailored to,

- Provide an end-to-end review of your complete sales operation
- Focus on areas which represent a specific challenge to your sales productivity
- Act as subject matter expertise to your own in-house sales transformation projects.

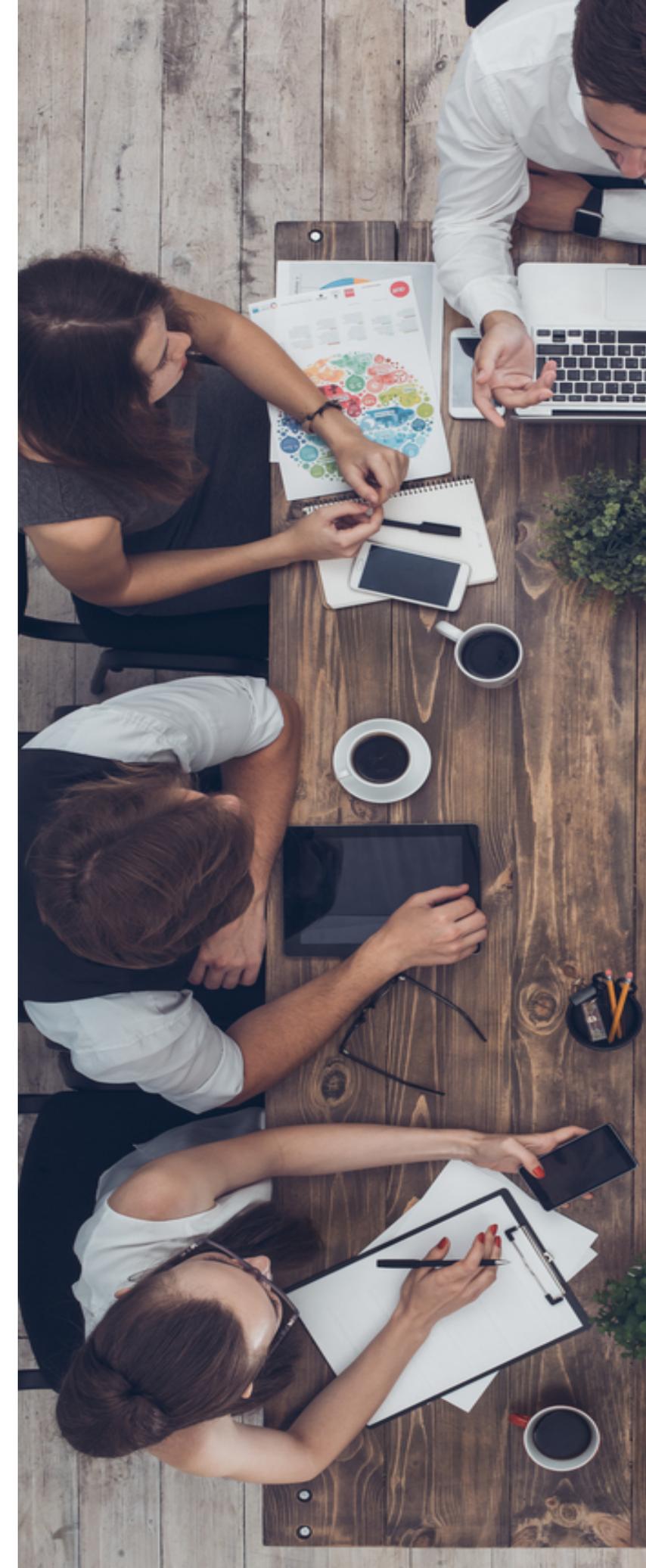
The outputs are presented in a comprehensive report providing summary observations, detailed findings and recommendations on the changes required to improve your organisation's sales effectiveness and productivity.

Post review we can also help to support the implementation of the recommendations.

Sales Transformation Project Focus Points



If you would like to establish clear, concise and implementable action plans, that will improve your sales and business development effectiveness, efficiency and productivity, please get in touch for an exploratory discussion.



Bespoke Sales Skills Training, Coaching and Mentoring

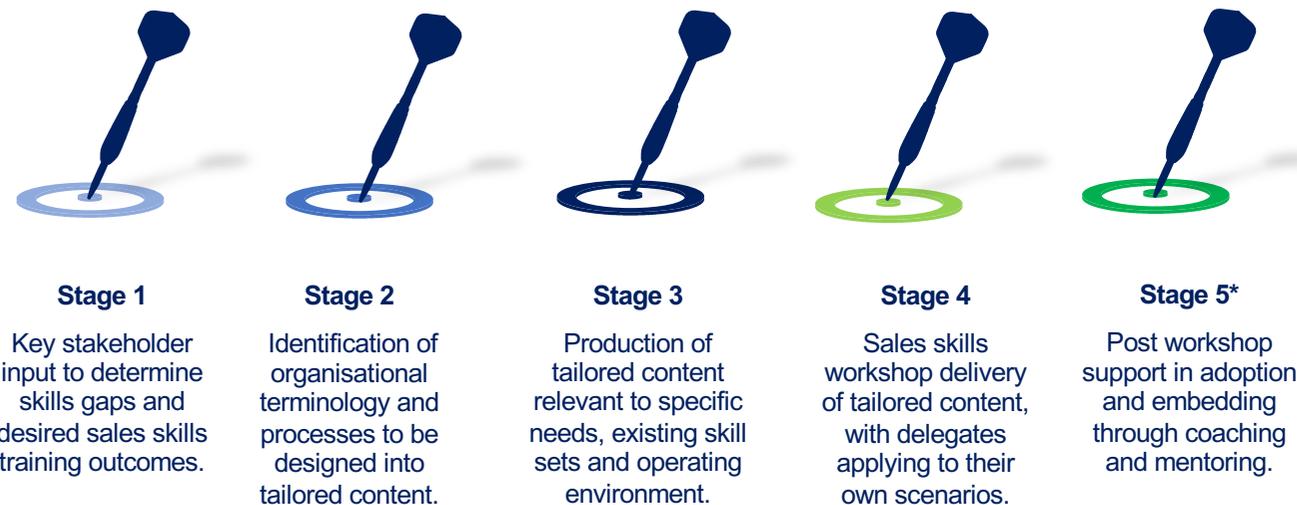
Our bespoke sales training workshops are designed to make your salespeople more successful by improving their skills and increasing the professionalism of their approach in the eyes of your customers and prospects.

Using a structured framework within which the content is tailored to your needs and requirements, our sales training workshops focus on your organisation, your marketplace and overcoming the specific challenges your salespeople face.

Our aim is to enable your sales people to improve their skills and application through all the steps of a complex sales cycle, including,

- Planning the perfect customer meeting
- Objection Handling
- Effective Negotiation
- Successful Sales Campaign Management
- Key Account Management.

Our 5-stage targeted development and delivery approach enables our customers to implement bespoke sales skills training that is relevant to their organisation, shows tangible results and can be embedded into future activity.



To ensure maximum impact, future embedding and return on investment, delegates attending our sales skills training apply the content, skills and methodologies to their own prospects and customers during the workshops.

*Coaching and mentoring services can be provided independent of engagement in bespoke sales skills training.

Take a look at our website for an overview of the core focus of each of our sales skills workshops or get in touch if you have a specific sales skills gap that you would like to address.



Sales, Workplace and Leadership Workshops and Facilitation

Everything DiSC® - The Culture Catalyst™

Everything DiSC is a personal development learning experience that measures an individual's natural preferences and tendencies based on the DiSC® model.

This simple yet powerful model describes four basic styles: D, i, S, and C, and serves as the foundation for the Everything DiSC Application Suite.

Participants receive personalised insights that deepen their understanding of self and others, making workplace and customer interactions more enjoyable, effective and productive.

With superior adaptive testing techniques and over 8,000,000 assessments performed across 130,000 organisations worldwide, Everything DiSC is the ideal assessment platform to unlock the potential of your people and your culture.

The Assessment



Powered by 40+ years of research, each Everything DiSC personality assessment combines adaptive testing and sophisticated algorithms to deliver precise insights to each participant. These insights lay the groundwork for a personalised experience rich with “aha!” moments that inspire behaviour change

The Profile



The personalised content in the profile deepens self-understanding through the DiSC model. People gain insight into their own preferences and tendencies, learn more about relating to others, and receive actionable strategies to help them improve their interactions and ultimately, their performance

The Workshop



The profile comes to life in a workshop experience that engages and educates. Easy-to-use facilitation tools, content, contemporary video, and impactful activities, can be customised to meet the specific needs of your people and your organisation.

The Follow-Up Tools



A suite of follow-up resources makes lasting behavioural change possible by keeping Everything DiSC alive in the workplace. Participants can go deeper into their DiSC style, get real-world tips for connecting with colleagues, and gain insight into their team's or department's DiSC culture

Everything DiSC solutions include,

- Sales: Understanding and adapting your natural selling style to your customer's buying style
- Workplace: Understanding your and others natural behaviours to build effective workplace relationships
- Management: Becoming a more effective manager through understanding our self and those we lead
- Productive Conflict: Identifying and curbing destructive behaviours to improve results and relationships.

Please visit our website to see a selection of videos providing comprehensive information on Everything DiSC solutions and how they provide a platform for improved relationship building with both customers and colleagues.

