



SALES PROCESS DEVELOPMENT

We Create, Diagnose and Optimize the Systems That Keep Sales Flowing

To implement an effective sales strategy, an organization must develop clearly-defined processes that align with its sales strategy, technology, strengths and value proposition.

At Janek, our Senior Sales Consultants have the experience, resources and expertise to define the sales processes that will best support your organization's overall sales strategy. Additionally, our flexibility allows us to broaden or narrow our services to fill in any gaps that may exist, while avoiding the duplication of efforts. Our areas of focus include:

- **Customer Relationship Model Development:** We have proven expertise — from integrating acquisition and retention activities, to defining key metrics, roles and responsibilities..
- **Sales Process Analysis and Enhancement:** We can conduct end-to-end reviews to increase sales process efficiency and identify required skills for sales reps and managers.
- **Coaching Practice Development:** We can help you create or strengthen your sales coaching by establishing accountabilities and measures, developing sales coaches and tracking metrics.
- **Account Planning Processes:** We provide expert guidance in growing new and existing relationships, addressing competitive threats and helping to track, manage and coach sales teams.
- **KPI Establishment:** To ensure ROI in sales efforts and support management in coaching and reinforcement, we align key performance indicators with sales processes and strategy.
- **Sales Compensation Modeling:** We design compensation plans aligned with key organizational objectives and strategies to effectively motivate sales professionals and managers.

Benchmarked Recommendations

Since our inception, our products and services have continued to evolve with us. In contrast to many sales consulting services in the market, our recommendations are rooted in research and are based on top performing sales organizations, while also focusing on what works. We strive to remain innovative and always one step ahead to drive sales performance.

About Janek

Maximizing your sales performance is Janek's top priority.

Our trainers combine personal success as sales professionals with proven effectiveness as sales trainers. Meeting you where you are, we take you to where you want to be – with all the tools and strategies you need to reach your true potential.

To learn more about Janek and our training options, visit us online at www.janek.com.