



## SALES CONSULTING

# When Sales Start to Falter, a Janek Sales Consultant Can Get Them Rolling Again

When times are good, sales can seem almost effortless. But when you're not getting the performance you need, finding and fixing the problem can be a major frustration.

Our sales consulting services help to clarify and align your organization's sales strategy with business objectives and resources to ensure maximum sales performance. Depending on your needs, your Janek sales consultant can create an immediate impact by developing and implementing specific recommendations in areas such as target markets and customers, leveraging your value proposition, optimizing sales channels and more.

Each Janek Sales Consultant has extensive professional sales, sales ops and sales management experience, as well as an in-depth understanding of the various verticals in which they consult. As a result, we are one of the few companies in our space that can offer an industry-specific understanding of how strategy, processes and skills align to create high-performing sales organizations. Some of the areas we consult include:

- Customer Relationship Models
- Development of Value Proposition
- Target Market Clarification
- End-to-End Sales Process
- Prospecting & Business Development
- Account Planning
- Opportunity Management
- Territory Alignment & Management
- Forecasting & Pipeline
- Sales Performance Metrics
- Information Management & CRM
- Sales Coaching Practices
- Sales Compensation Planning & Development