

New Company Set-ups

To run a growing business and then find you are required to employ a sales team to sell your products and services can be quite a difficult task.

Where do you start? How will you find the right staff, will you be able to interview and decide who has the right potential. Are you able to train them so they have the best selling skills from the start in your business.

You might not have the time to do this yourself as you have many day to day issues to resolve, or you may do this in haste.

Perhaps you might consider hiring someone to do this for you?

Integrity Sales Consultancy will be able to help with all these questions you will have as they have the experience of setting up new sales teams?

- How to start a new sales team - Induction
- What ideas do you have on the kind of person that will fit in the team
- How to manage the team properly
- What will be your sales strategy - 3/6/12 months
- New or existing businesses - targeting these correctly
- Which services or products will do you need to promote first
- Relationship building - understanding the process
- Tracking their performance
- Motivating the team and individual
- Understanding what the customers are demanding
- Where to make the most profitability
- Range selling
- Setting targets

If you want to start this process correctly call today to get you sales team out on the road, showcasing your company in a most professional manner.

Make that start with Integrity!!!