

Strategy



- Sales forecasting
- Data analysis

- Sales Process Optimization
- Sales technology and methodology
- Sales coaerage model and territory
- High-level Planing and Goal

Technology



- Adoption and costomization
- Integration of apps and tools
- Communication s managment
- Data managment and reportings
- Task automation

Sales Operations

Performance



- Lead managment
- Compensation and incenive plans
- Implementation of sales methodologies and best practices
- Identifying KPIs and sales metrics

Operations



- Sales training
- Product training
- KB managment
- Contracts and SLAs
- Market intelligence
- Sales Process Optimization