

# Rede-Services for Consulting Organisations

Selling services is selling relationships. So managing those relationships should be the most important aspect of the sales function of any consulting organisation. Unfortunately relationships are difficult to measure and quantify for results....but not impossible.

After over 30 years of professional selling into a range of diverse organisations, the team at Red e-solutions have developed sales processes and activities that, when applied with rigour, enable the new creation and better management of customer relationships that drive revenue and achieves targets.



## Are you on target?

When the topics of sales, marketing or business development are raised within your company, what do you hear? We've heard comments like:

- "We're turning away business, we don't need marketing"
- "Sales and marketing is not what we do"
- "We can't afford to spend money or time on sales, we just need to make sure our staff are achieving their billable hours"
- "We've tried it once and it didn't work, why would it work this time"
- "We get sales training. The staff seem to like that. It's hard to see where the results are though"
- "It costs too much to actively get into sales and marketing"

If you ever hear these phrases uttered, please consider the possibility of working with a team of highly skilled and outcome focussed sales professionals. Your clients use your services because you are the best at what you do. Use a sales resource that is the best at sales.

Practise what you preach and hire the best at sales, Red e-solutions.

Our services include personalised programs designed especially for your company to ensure you are winning. These services include:

- **Rede-Sales Health Check**

Benchmark your sales functions against industry best-practise to ensure you are not missing anything that could equate to lost revenue.

- **Rede-Mentoring**

Not just training, but hands-on, real-world assistance in everyday sales situations. We'll work with you until the training wheels are off!

- **Rede-Large Account Management**

Your largest sales are the best ones, but also the most risky. Losing these large sales opportunities cost more than winning one. So ensure you have the best possible chance of winning by working people that will get you over the line.

- **Rede-Manager**

Anyone with a sales target within your organisation, or who has an impact on your company's sales, needs to be managed by someone with the skills and experiences of a sales manager. Red e-solutions can put in place an interim manager to create systems and processes that will consistently grow your business.

Contact Red e-solutions today to learn how we can create a positive return on your sales investment:

# 1300 88 00 62

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