

Interim/Contract Sales Management

There are many reasons for contracting a sales management resource – immediately after sales training, when coaching is critical to help instill the new behaviors, or perhaps you have a small sales team and you don't have a need, or a budget, for a full time sales manager.

Whatever the reason, outsourcing your sales management function to Salesforce will ensure that your team is lead by a group of experienced and qualified sales management professionals. Whether designing elements of sales strategy, comp plans, setting goals and targets, running sales meetings, attending sales calls, or a host of other sales management functions, Salesforce can handle almost any sales management function for either a short-term or long-term assignment.

Elements of Implementation can include:

- Management Consultation
 - Time spent with management to design and develop, in conjunction with sales management a post-training implementation program that monitors the effects of the training program by observing newly learned behaviors in meetings, one-on-ones and in the field.
- Sales Meeting Facilitation
 - Attendance at sales meetings to review and reinforce the training process through a series of group post-training exercises.
- In-field Observation
 - A Salesforce consultant will attend up to three sales calls per day with outside sales people to review process implementation, provide coaching and feedback to both the salesperson and the management. The time is generally budgeted to be 3 hours per call for observation, coaching and feedback to both salesperson and sales manager, and includes a formal written report.
- Observation of Inside Sales People
 - A Salesforce consultant will observe inside sales calls for 1 hour, followed by 1 hour of coaching and feedback to both the salesperson and manager along with a formal written report.