

The Salesconx Process

SALESCONX RECRUITS, BUILDS, FACILITATES AND MANAGES VIRTUAL SALES TEAMS

The Salesconx process has proven to deliver fast results ranging from qualified introductions within a few days to tangible pipeline growth within 30 days.

Customer Engagement – clients engage Salesconx either through an affiliate or through our site. It is no surprise that our members are our best referral partners. Clients define their target decision maker by title, industry, company size, pain points and general tags.

Practice Manager Engagement— our practice managers work with the client to better the scope of the project, identify the sales experts needed to drive the desired results and creates the value proposition that compensates the sales expert both on a monthly performance basis and on success.

Expert Identification— our practice managers search through the Salesconx network of experts for selling professionals that are (a) in the industry (b) in an ancillary business and (c) would be interested in the opportunity though not necessarily in the industry. Our platform support RSS feeds to a number of sales portals aiding in finding the BEST experts possible.

Salesconx Team Call— the practice manager facilitates a conference call with the prospective team members and the client. This along with marketing materials (the Salesconx Starter Kit) help excite the team members. The kick-off call is well scripted to drive the most value to the sales experts and crystalize the opportunity for their contacts.

On going team management— the practice manager conducts weekly calls with the client and the team to measure ongoing results, replenishing team members who exhaust their contacts and those who are not delivering the desired results. The practice manager regularly surveys the team members and provides feedback to the client to help adjust the program.

Monthly Review – the client receives a monthly report with the members of their team and determines who should be compensated the monthly performance fee, who needs additional ramp up time and who should be replaced.

Pay and Rate—Salesconx handles all compensation with the sales experts and receives ratings and feedback from both the sales experts and the clients.

Step 1 – Customer Engagement
Client defines the target decision maker



Step 2 – Practice Manager Engagement
PM works with Client to better identify targets, markets and expertise requirements.



Step 3 – Expert Identification
PM searches through database for sales experts.



Step 4 – Salesconx Seller Team
Team of experts empanelled with client to drive results



Step 5 – Clients measures results
Weekly calls to review results and set objectives



Step 6 –Adjust team to improve results



Uses of a Salesconx virtual sales team:

- Augment existing sales team
- Add a sales channel
- Replace or augment appointment setting
- Magnify start-up/growth company sales force
- Open new territories
- Launch new products
- Manage post separation relationships with downsized sales force

Salesconx Practice Areas:

- IT Products and Services
- Telecommunications
- Finance
- Sales and Marketing

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