

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

Why Does Salesconx Work?

SALESCONX RECRUITS, BUILDS, FACILITATES AND MANAGES VIRTUAL SALES TEAMS

Sales and marketing is about “coverage”. The more people that know about your product or service the greater the likelihood that someone will buy from you. It’s no surprise that IBM, GE and Pfizer have thousands of sales people in the field. Online Ads (PPC campaigns) help extend a company’s coverage and breadth by allowing a broader audience access to ones company. But online advertising is costly, email marketing is harder, and tradeshow are more expensive.

If you have a strong value proposition for your product or service, wouldn't it make sense to have as many people as possible telling your potential customers about it? With Salesconx, companies can access large numbers of qualified selling professionals on an ongoing basis. Are you offering a great IT solution for disaster recovery— why not tap into IT sales consultants experienced in disaster recovery? Trying to sell your service to hospitals— why not get a team of sales professionals with existing relationships with hospitals?

The Salesconx sales professionals (all independent experts) are motivated to earn money, expand their networks and learn about new opportunities. Our Power Sellers (those driving the most revenue) are all experts in their industry and serve on the Salesconx teams to drive additional revenue for themselves.

The Salesconx Teams are pay-for-performance so their results are easily measured.

Salesconx allows you to easily tap into the benefits of outsourcing (did you know that sales outsourcing is a \$4 billion industry and growing?) and professional communities. The Salesconx teams are easily replenished and adjusted on an ongoing basis without the frictions associated with terminating and establishing relationships.

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



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