



- » **sales business plan & sales management system development**  
sales strategy plan preparation and assistance in implementing go to market strategy. Training support and periodic reviews to ensure execution.
- » **sales organisation structure design & performance management system**  
design along with people dimensioning & skill mapping
- » **sales channels strategy, channel profile and channel compensation structuring**  
combined with performance management system and reporting design
- » **product positioning strategy and pricing**  
product-segment mapping, sales pitch and training support

think sales  
think reach

