

Retained Support

Our retained support is available to clients who have completed the Sales MOT and Growth Strategy. The purpose of the retained support is to ensure that you and your team implement the necessary improvements in your Growth Strategy in timely fashion and in the most effective way possible.

Business Best Practices

Select and deploy some best practices that will really cause growth in the organisation

Pipeline & Forecasting Overview

Support on reviewing the pipeline and identifying gaps and improvements that need to be made

Weekly Sales Meetings

Deal-by-deal review with the Sales team or Sales Director to ensure we've captured all valuable next actions

Operational Improvement

Our team can suggest operational improvements to increase revenue/profit

Growth Strategy

Execute the Growth Strategy despite all different priorities and BAU items, the plan is continually updated as progress is made

Results Review

Review successes and look at ways to optimise and maximise the results at your company

Trusted Advisor

Our consultant is on-hand to confide in and consult on any key business issues that arise for you

This service is not to replace your Sales Director, Commercial Director, Business Development Manager or Sales Manager. Our value is to provide you with the direction and execution capacity you need at your company. We work closely with your team to execute on the changes and provide a different service to an employee, including:

- + A holistic and whole-of-business view on your company
- + Accountability on your company-wide weekly and committed action list.
- + Make improvements even when BAU tasks need to be handled by your team.

Our consultants typically allocate 1-2 days per week to your company to ensure that you deliver on your plan. This support can be delivered either onsite or offsite or a mix of both - this is always customised to the client's preferences, culture and working environment. Additionally, with selecting our retained support you have exclusive access to our Additional Services, please see Additional Services for more information.