



## PEOPLE VANTAGE SALES

### What is People Vantage Sales

People Vantage Sales from King & Bishop delivers outsourced sales leadership services on an interim and fractional basis. People Vantage Sales services are delivered by experienced senior sales executives who understand the need for driving a sales team to meet or exceed sales targets.

Unlike consultants, People Vantage Sales leaders are active in the sales process by leading and managing sales teams on a weekly basis. People Vantage Sales leaders also become active members of the management team by forecasting, advising on sales planning and reporting of sales results.

### People Vantage Sales' services

- **Sales Foundation:** an initial engagement to assess sales infrastructure and develop a sales plan with goals and sales targets.
- **Sales Management:** weekly management of the sales team with monthly reporting of forecast and progress towards sales plan goals and sales targets.
- **Sales Organization and Strategy:** strategic services to assess sales teams' structure, performance, and compensation plan.
- **Sales Team Development:** individualized sales team assessment and development with weekly 1:1 coaching.

**Sales Foundation and Sales Management** services are intended for companies with a capable sales team in place. Engagements focus on adjusting sales processes and practices to meet current needs.

**Sales Organization/Strategy and Sales Team Development** services are for sales teams that need help with commission plans, team planning, hiring coaching services or other team building tasks.



### What are the Benefits of Using People Vantage Sales?

- Relieves business leaders, founders/owners, and management team members from active sales management.
- Expert sales management at a fraction of the cost.
- Sales teams perform better under dedicated sales leadership.
- Focused on sales team development and hiring.
- Fresh perspectives on sales strategy, sales processes, and sales team performance.
- Data driven performance with clear goals and efficient deliverables.

### What Does a Typical Timeline Look Like?

After an initial assessment and planning phase (Sales Foundation), People Vantage Sales manages the sales team, providing weekly active management (typically 1-2 days a week), and monthly reporting to management of forecasted sales, results towards sales plan goals, and sales targets.

### Let's Start the Conversation

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