



Outbound Sales Services

Sales Elites sells your products and services in the field as outside sales reps traveling as needed. We are “branded” representatives meaning the customer sees the sales force as extensions of your brand. We report in detailed ways typically exceeding what most clients could get in terms of metrics from their own force. We build the programs, recruit the personnel, manage the teams, and close the deals on your "paper." We build a sales force for you from the director level down to the actual reps - the entire force dedicated just to you using systems and processes developed by an industry leader in sales.

Sales Elites Outside Sales Services model is based on the following elements:

- **Program Design and Control** – dedicated focus to adapt to existing processes and systems to your specific sales environment and marketplace. We take your successes and build on them. This same initial design is applied throughout the program allowing for a 360 ° view of the sales effort allowing for constant improvement.
- **Recruiting** – Sales Elites learned to objectively identify the elements of successful sales reps in various environments. Our aggressive interviewing, testing, and evaluation process allow us to consistently find the best talent available. We look for the best talent through proprietary processes along with advertising, networking, and direct headhunting.
- **Advanced Training** – Sales Elites deploys training programs combining the client’s product and marketplace knowledge with Sales Elites sales process and applies it with Accelerative Learning technologies. The end results are better trained sales reps that hit bigger numbers faster. This same training continues ongoing through an employees tenure.
- **ASAP sales process** – Sales Elites sells using consultative sales processes with focus on ethical aggressive closing practices. Sales Elites sales reps are trained to sell in an organized way to maximize sales today while keeping strong sales funnels.
- **Technology and Process Control** – Sales Elites is recognized as an industry innovator in use of technology and process control. Our technologies allow for complete metric assessment of performance and market data whether it is inside sales or in the field – the field technology goes even further by helping the rep to maximize territory opportunities.