

Sales efficiency audit

1 to 2 day engagement

Happy customers are Ok. What about a happy sales team?

What is the engagement?

A practical one or two day study by our experienced, external and independent sales auditors who have no axe to grind, no political baggage and no career ambitions in your company.

We provide:

- a complete, intensive and rapid audit of the sales function
- a robust and repeatable review of all aspects of customer facing resources
- a report highlighting strengths and areas for improvement
- a post-audit implementation with on-going “policing”
- the truth – even if it hurts

What are its objectives?

To provide your organisation with a repeatable sales measurement method that matches your organisation’s culture, supports its mission statement and complements its current business objectives.

What topics are explored?

- Are your sales results to expectations or hopes
- Is your sales team of the highest quality?
- Is there effective marketing support behind your sales team?
- Is there a key constraint in the business?
- Are sales resources used to maximum effect?
- Does the sales management team work effectively?
- What are the three key sales problems to fix?
- What is not broken and doesn’t need fixing?
- Where is the most important area to invest resource?
- Where can you get unbiased skilled advice and assistance?

“It was not until we accepted your cool hard look at our sales operation that we realised that we could do more – more quickly and more cheaply. That was a result. (CEO packaging manufacturer)

For information call Oroza Limited: +44 (0)1276 300101 email: skills@oroza.com or visit www.oroza.com

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