



**Downstream IT Solutions**  
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# Downstream sales offering

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## Sales foundation

*(Re)Build foundation for your sales organization*

- Create your ICP and target markets
- Put yourself in your prospect's shoes and
  - define the messaging that will get your prospects attention (from initial introduction, through follow ups to negotiation and contract closing)
  - create offering that will be appealing and easy to say yes
  - define complete sales approach that brings results
- Analyze
  - current clients
  - competitors
  - business model andcreate outstanding offering that will gain traction easily

*One-month, high intensity, 2 workshops a week, \$5,000*

## Sales transformation

*Create predictable path to your revenue growth*

Foundation +

- Campaign(s) blueprint
- Test and refine your messaging
  - Email
  - LinkedIn
  - Cold calling
  - Follow ups
- Test and decide which tools you need and want
  - List generators
  - CRM systems
  - Messaging design and content
  - Campaign managers
  - Lead gen
  - Get discounted prices on our partners offers if you decide to use their products
- Sales coaching and support on meetings with prospects
- Define sales materials

*Three months, medium intensity, 2 workshops a week in the first month, one workshop/sales meeting a week within next 2 months, \$10,000*



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## Sales transformation, with results included

We do all the work and provide all resources to make your sales team successful. As simple as that!

Over the course of 6 months working with our team, you will redefine your sales positioning on the market, build firm and predictable structure of your sales process and team, optimize sales & marketing expenses, fill in the sales funnel and sign first contracts.

On top of that, your sales reps and account managers will go through most efficient sales training, not generic one, but one customized for your product/service, company culture and sales process, and increase their closure rates significantly.

*Six months, medium intensity, consulting + coaching work, \$20,000*

## (Re)Build complete sales team with guaranteed sales results

And when we say guaranteed, we mean backed by money back guarantee

Nothing more needs to be said. We will do everything it takes, engage all the resources, tools, people in our network, partners your business needs and create a sales result within six months. All expenses included. That simple.

This is also perfect opportunity to train and deploy new, or just (re)train existing inbound sales representatives at no additional cost.

In most cases, after contract expiry we will either continue our cooperation on success model basis or transfer our sales representative(s) that were working on your account on your payroll and set up all necessary tools and processes so you can continue making results on your own. With our support, of course.

*Six months, results backed by money back guarantee, you keep doing what you know how to do best, and we do what we do the best – sales, \$30,000*

Let's get in touch and make the business flow with ease!

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