



SALES MANAGEMENT CONSULTING



KEY OFFERINGS

- On-going coaching and mentoring of business owners who don't have a background or experience in sales
- Providing interim sales management services while you're searching for a new sales leader
- Mentoring new sales managers while they're coming up to speed in their role
- Organization and structure of your sales operation functions
- Assistance in recruiting and interviewing new sales leaders for your organization

WHERE DO ORGANIZATIONS TURN FOR GUIDANCE AND DIRECTION IN SALES LEADERSHIP?

It's easy to find "sales training" programs and seminars for your sales reps.

But where do you turn when you need **sales leadership** advice and consulting services?

Any sales management consulting services can be difficult to find. GREAT sales management consulting services can be almost impossible to find.

Rokay Services Group has designed a suite of sales management consulting services for growing companies as well as larger, established companies. It's not just "rent-a-sales-manager" either. Our services are tailored to meet your needs - near-term or long-term.

When your organization needs Sales Management consulting services, let's talk.

GROWING COMPANIES

The owner is often the first sales manager for a small company. But the owner probably does everything else too. How do you install sales processes? Who is providing leadership to the sales reps? Do you have a need for new/different sales compensation plans?

If you don't have a sales management background, these situations can provide real challenges to your organization. Rokay's sales management consulting services can help coach, mentor, and guide you as you grow.

ESTABLISHED COMPANIES

Interruptions in your established sales leadership can cause problems that will ripple throughout the organization. Rokay can help you with interim sales leadership services to keep things running smoothly until you find your next great sales leader. We can even help you find that next great sales leader!

We're also available to review your sales operations in areas such as CRM data, sales compensation plans, territory planning, and forecasting.

We don't offer a one-size-fits-all package. Our solutions are tailored to your needs

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Small companies that are growing make the formal transition from owner-as-salesman to formal sales leadership. How do they make that shift? Existing sales managers likely learned how to do their job while on the job. Where do companies turn when they need Sales Management consulting?

Rokay offers sales management consulting to small, growing companies as well as established organizations. Some of the ways that we engage with companies are listed here. Call us to find out if we can help your company.

SALES MANAGEMENT MENTORING

Sales managers need someone to talk to - someone to bounce ideas off, someone to ask the hard questions, someone to help validate their plans and directions. Sometimes it's the CEO. But what if your CEO doesn't have a sales background or just isn't able to provide the guidance and direction you need?

Rokay can provide you with an on-going mentoring relationship. We'll help you through the tough parts of your job with one thing always in our mind - your success. And it won't be a passive relationship - we aren't going to wait for you to call us. When you engage us in a Sales Management Mentoring capacity, we'll actively reach out to you; checking in to make sure that you have the support you need...until you don't need us any more.

INTERIM SALES LEADERSHIP

Your sales leader just left the organization. It will take awhile to find and recruit just the right candidate - but meanwhile how to fill the vacuum?

Rokay is able to step in for the amount of time it takes. We can provide an experienced, steady hand to manage your day-to-day activities:

- *Sales forecasting/pipeline review*
- *Maintenance and discipline to company sales practices*
- *Decision-making and approval for moving opportunities forward and closing business*

SALES LEADERSHIP RECRUITING

Your small, but growing company needs to hire its first sales manager. Or your existing organization needs to fill the sales leadership role.

Rokay can help you through the entire process including:

- *Locating qualified candidates*
- *Structuring the interview process*
- *Performing thorough and focused reference checks*
- *Designing a compensation plan to meet your goals*

This is a mission-critical hire. Don't feel like you have to go through it alone.

SALES OPERATIONS MANAGEMENT

Whether you have a small growing sales organization or a large established sales force, we can help you define and refine the sales operations to support your sales organization and meet your goals in such areas as:

- *Sales commission/compensation design*
- *CRM data and usage*
- *CRM selection and implementation*
- *Sales reporting*
- *Forecasting and pipeline reporting/management*
- *Sales team on-boarding*



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