



“Great Sales Organizations Are Built”

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Sales Catalyst Solutions

- Very experienced VP of Sales
- Highly successful corporate career
- 20+ years of executive sales and business leadership experience.
- Multitude of experience with start- up and SMB size companies running sales and marketing



STRATEGY | PROCESS | EXECUTION





Great Sales organizations are **MORE** than talented sales people

They are **EXCELLENT** in each of these areas:

Sales Strategy

Execution

Talent

Organization

Executive Support

Continuous Improvement



STRATEGY | PROCESS | EXECUTION



Top 6 Business Needs



- Sales strategy and business plan alignment
- Additional sales resources
- An experienced, effective sales leader
- An effective compensation plan
- A sales process
- The installation and customization of a CRM



STRATEGY | PROCESS | EXECUTION



Grow your business by helping your Clients grow their business

STRATEGY

PROCESS

PEOPLE

EXECUTION



**SALES
XCELERATION**

SALES STRATEGY • SALES PROCESS • SALES EXECUTION



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STRATEGY | PROCESS | EXECUTION



Thank you!



Contact Kathy!

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