

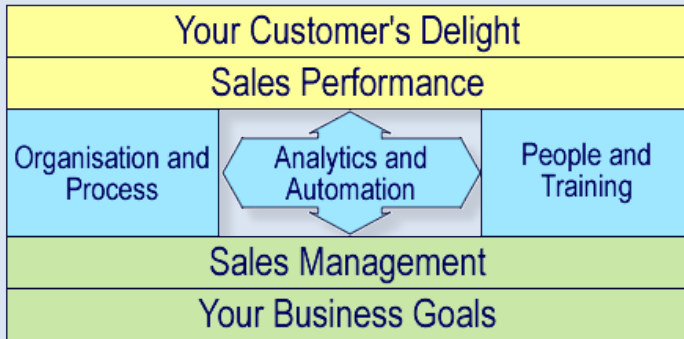
NEWDAWN

PARTNERS

“The biggest problem most people have in selling is fear – fear of rejection and fear of failure” Mark H McCormack

Just how much revenue is your sales team passing up?

NewDawn Sales Improvement



Leading to:

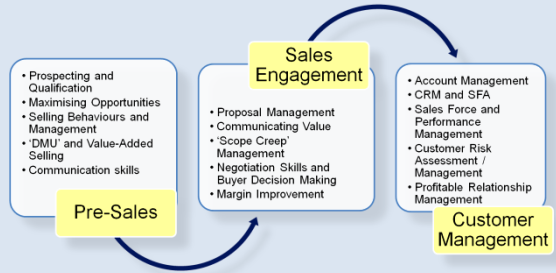
- ❖ **Value growth** in the business through **revenue and margin improvement**
- ❖ **Improved negotiation** leading to better deals
- ❖ **Operational improvements** to the performance of the sales team
- ❖ **Improved customer satisfaction** – leading to more return business
- ❖ **Complete alignment** with business objectives and a 'can do' approach.
- ❖ **Managerial insights** into the operational performance of the sales team
- ❖ **Value for money** giving an exceptional return on investment.

Please contact The NewDawn Partnership at:
Info@newdawnpartners.com
www.newdawnpartners.com

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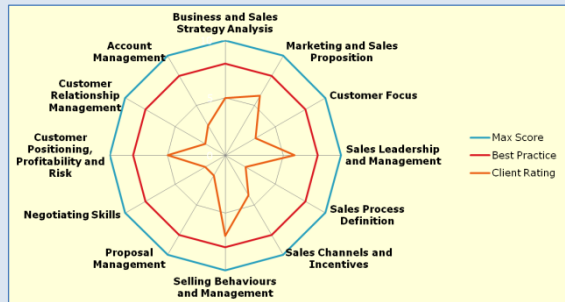
Sales support and training

- ❖ NewDawn provides tailored sales advice to meet each challenge and each stage of the sales cycle
- ❖ We work with existing sales management to deliver sales training to overcome challenges



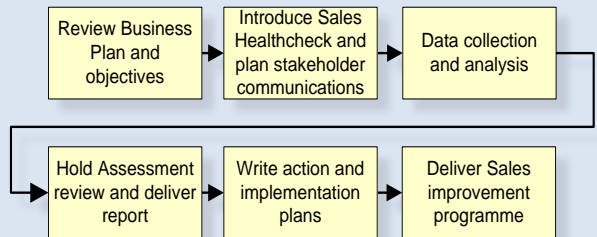
Sales Healthcheck action plan and implementation

- ❖ Measures the performance of a sales organisation against 12 key criteria which collectively define sales best practices
- ❖ Identifies areas of good and poor performance



Sales Improvement action plan and implementation

- ❖ NewDawn works with sales management teams to identify the action plan to address the priority areas identified by the Healthcheck
- ❖ We drive and project manage the improvement programmes



This gives a clear understanding of the performance of your sales organisation today and a structured programme to improve the sales performance.

Why choose the NewDawn Partnership?

- ❖ We work with you to enable and enhance your capability to interpret information differently to deliver spectacular results
- ❖ We combine simple and practical tools and techniques with experience of applying them over many years. Our experience shows that when such steps happen substantial and lasting financial and non financial gains result, with significant and often spectacular Returns on Investment (ROI)