

Passion

Test selling

SALES

Field Sales

Resourcing

Distributor Selection

Appointment booking

Market Entry

Sales Process Design

Marketing

Sales Team Development



In Israel we provide our organizational services in markets that are highly competitive and where the margins are thin. We help our clients to set up their sales operations in a way that is efficient and cost-effective. We provide a range of services that are tailored to the needs of our clients. We have a proven track record of success in helping our clients to achieve their sales goals. We are currently looking for experienced sales professionals to join our team. If you are interested in this opportunity, please contact us at [phone number] or [email address].

Inline Sales - Your road to success

	Turn Key Services	Tailored Services
SPEED-TO-SALES	<ul style="list-style-type: none"> - Marketing Communications - Sales Process - Lead Generation - Sales Team deployment - Account Management 	<ul style="list-style-type: none"> - Appointment booking - Lead generation - Recruiting - Test selling - Value Proposition - Review/Benchmarking - Sales Team Management - Training / Coaching
	<ul style="list-style-type: none"> - Indirect Sales 	



Why Inline Sales?

Approach:

Inline Sales has one focus, to develop immediate revenue opportunities for our clients.

Client Value:

Quicker to market, flexible staff and no fixed overhead expense! Sales outsourcing will lower your cost of sales!

Dedicated Sales Team:

We work on a 1 to 1 relationship with our clients. We'll train and manage them specifically to sell your product or service.

Market Expertise:

Our expertise ranges across multiple markets including, Automotive, Bank, Chemicals, Consumer Products, Financial Service Provider, Health care, Insurance, Oil & Gas, Pharmaceuticals, Public Sector, Retail, Service Providers, Telecommunications and Utilities.



Advantages of outsourcing with Inline Sales:

Minimize Sales Investment

By outsourcing to Inline Sales you will not need the fixed overhead infrastructure or any of the accompanying HR issues.

Speed

Sometimes it is vital in being first to market. Due to our experience we deliver immediate impact by designing and delivering a sales execution strategy, recruiting, training and deploying. And we can do deliver across Europe.

Sales experience

This is one of our big differentiators: we have sales professionals other companies dream of. We therefore are able to drive your sales goals home by selecting the sales team based upon their experience and success in your industry. At the end it is in our interest to make you successful as we carry mainly the risk.

Proven methodology

Our Methodology was developed over several years and is build to achieve results.

Leadership

Our key employees are senior sales executives who have years of management experience, proven processes and industry contacts.

Reduced Risk

Our business model is based on delivering results and we hold ourselves accountable for delivering the things that are important to you.

Scalability

Easily and efficiently expand or contract your sales investment without the employment issues associated with hiring and terminating professionals.

Speed
to
Sales

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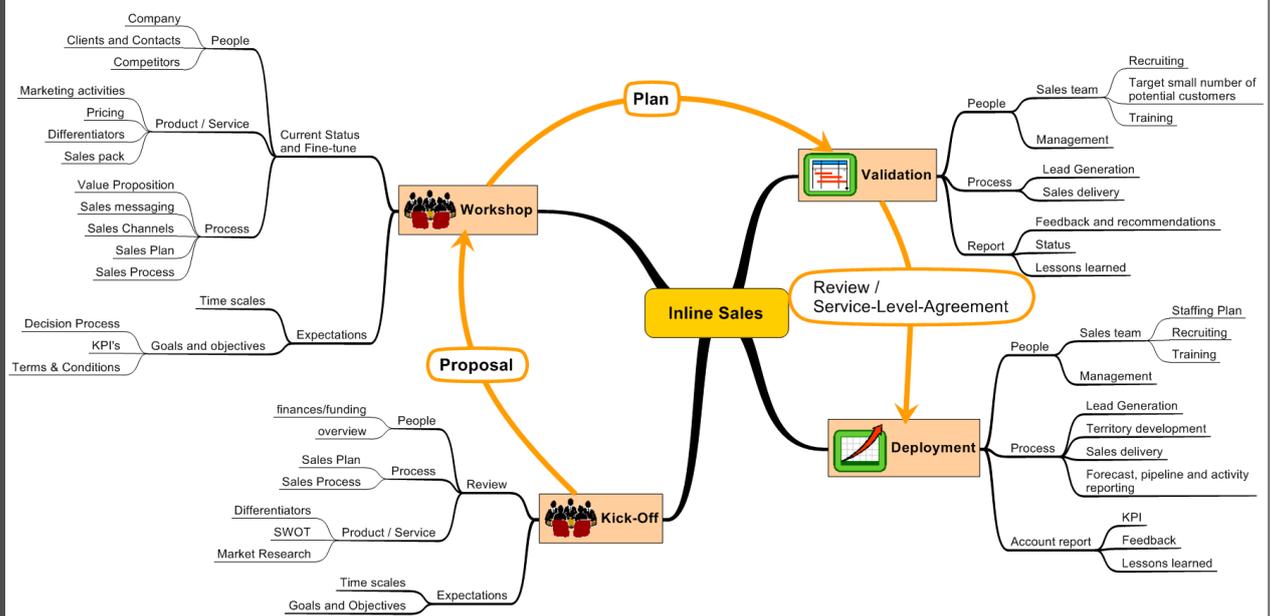
SALES



We deliver sales results through proven processes and methodologies. Our experience ranges across multiple markets including: Automotive, Banks, Insurance, FMCG, Oil & Gas, Leisure, IT, Public sector, Telecommunications, Pharmaceuticals, Service providers.

Our extensive background within each sector and its customers, combined with our team of sales professionals, has helped us to cater our business practices to growing organizations.

Speed-To-Sales Methodology



We have a team of professionals that are hands-on and results-oriented. We are flexible and easy to do business with. Whatever your growth challenge, we have a solution to fit your needs. How? Because everything we do is customised to your requirements.

“



Cofrutos is the second largest producer of fruit juice, and launching the products into the UK would take a very skilled team of individuals.

Inline Sales proved that they had the knowledge and understanding and management know-how to undertake such a project. ”

Joao Linhares

Managing Director Cofrutos Ltd

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Sales outsourcing

- ▶ **World-Class Professionals** – management and knowledge within industry plus outside of industry. Expert talent and market experience.
- ▶ **Faster Sales** – Inline’s Speed to Sales™ methodology maps services to your specific technology, market approach and stage of company. (Economies of scale; new markets, new clients)
- ▶ **Accountability** – flexibility to control costs, risks and upside potential through continuous feedback and fine-tuning of your sales-plan deliverables in set increments.
- ▶ **Internal vs. external** - we have to work at a higher standard as we only win when we meet you expectations. We have to perform!
- ▶ **Headcount** – your headcount will not increase or even can be reduced.
- ▶ **Investment** – employing sales professionals means investment: recruiting costs, salaries, taxes, cars, mobile phones. We help you to preserve this investment.

INDIRECT SALES

Benefits

- Reduce your direct costs by 40%
- We have access to the right partners
- We know the process
- We have the right people

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Channel | Channel Partners | Distribution | Distribution Channels | Indirect Channels | Indirect Sales | Indirect Sales Channels | Resellers | Value-Added Reseller (VAR)

Your channel sales strategy is more important than ever, as resellers and independent sales specialists often have the relationships you need with buyers, without the day-to-day costs of supporting their prospecting efforts. In addition, independent and indirect sales efforts can supplement direct sales programs to boost sales and revenues, in good times and bad. But without the means to manage and coordinate these efforts, your efforts in building such a network will only cost you money.



Have you thought for example of the following:

- Pre-sales / Field Support
- Neutral Compensation Policies
- Sales Coverage
- Training & Certification
- Reseller Business Plans
- Market Development Funds
- Technical Support
- New Product Information
- Sales Leads
- Reseller Feedback
- How to make your partner successful?

“
Inline Sales made the difference. They have sales men I have been dreaming of.
 ”

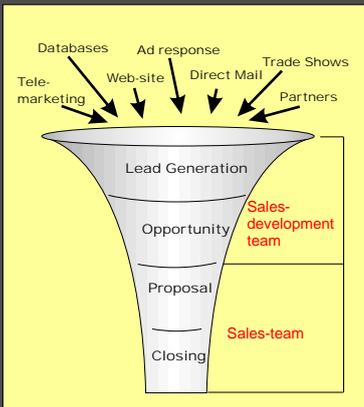
Francis Sullivan

Managing Director Techne Capital Ltd

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LEAD GENERATION



Lead generation is a vital part of successful field sales. Bad lead generation can be very expensive as leads are generated slowly and/or of poor quality. Various methods are used to identify sales leads whereby a major challenge to the effectiveness of a sales force is to maintain the optimal mix of prospecting, while spending the necessary time in face-to-face meetings with clients and targets.

Effective lead generation by professionals are the back-bone of the field sales force, allowing them to leverage the efforts significantly.

How do we proceed?

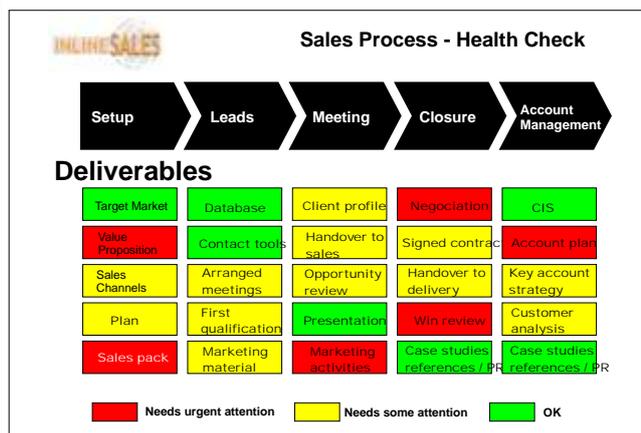
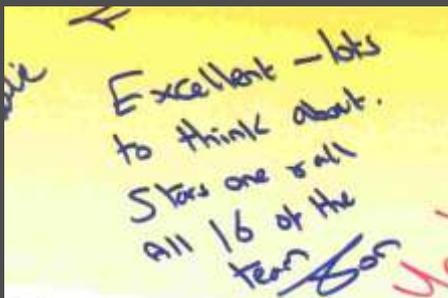
Lead Generation	Create plan for generating qualified leads.
Generation of Leads	General Leads: Target tradeshows, seminars, email campaign, direct mail campaign, targeted lists and partners to generate leads. Targeted Leads: Implement a systematic approach that results in a focused and targeted campaign pursuing qualified leads in accounts
Qualify, Distribute and Monitor Leads	Determine and uncover need for product or service. Turn lead over to appropriate sales executive in a timely manner. Follow and report via
Lead Results Report	Determine result of each lead, by lead source and sales executive.

HEALTH CHECK

It is possible for most parts of an organization to measure productivity both within the organization and within a peer group. The question has to be asked "Why not the sales force".

At Inline Sales we have come up with a solution. We can compare any sales force to both the average and the "best practice" organizations. We do this by a series of workshops using structured questionnaires to identify the issues.

Inline Sales are able to construct a series of recommendations to close the gap with best practice as well as identify an implementation plan to execute the recommendation.



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MARKETING



Advertising & Marketing Solutions has one simple objective: to provide our customers with.... more ways to communicate.

We have therefore, developed a range of integrated and innovative services that can be tailored to your company's marketing communications objectives. These services are delivered by a team of dedicated professionals with extensive experience in media relations, advertising and marketing, design and print.

We also employ the very latest design and print technologies; and advanced database marketing techniques to help you establish, build and maintain powerful relationships with your customers.

All this is backed by a commitment to always provide our customers with the most cost effective solutions to their business needs.

RESOURCING

Benefits / Features

- Long-term relationships are key (to both: candidate and client)
- We meet/know all candidates
- We follow their careers
- Regular contact and feedback during and after process

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Inline Sales is proud to offer a focussed service helping employers connect with qualified technology professionals. We are devoted to providing employers and IT pros an unmatched employment service.

Competing in today's candidate-driven marketplace means recruiters must do more than simply place static, text-based job posting on a job board.

Historically, a business attempts to outcompete the myriad other companies searching for the same individuals by simply selling candidates on a job using a basic, text-based job description. To compete in today's competitive marketplace, you must become much more of a "marketer" and less of a "recruiter" to successfully sell a candidate on working for your organization. Inline Sales gives you that advantage. Based on market studies & many hours of research on what's "Hot" & who needs what we feel we offer a superior service in resourcing projects but also recruiting the right people.

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REFERENCES

Pharma	Service	Manufacturing	Finance / Insurance	Media	Retail / FMCG

IT and Telecommunication

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Top 5 reasons for outsourcing

1. Increased flexibility
2. Synergy effects
3. Need to focus on core business
4. Improve service
5. Knowledge of outsourcing organisation

FH Worms; Prof Dr de Zoeten; April 2006

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CONTACT US

Inline Sales has worldwide operations in 10 countries.

For specific country offices and contact numbers, please visit our website.

Inline Sales

350+ sales professionals world-wide
15 - 20 years experience
over 200 clients



Visit us at www.inline-sales.com when you are ready to turn your revenue challenges into the kind of opportunities you have read about here.

Our success is predicated by our ability to integrate our client's specific needs with our best available technologies and industry experience.

Our approach is simple and our process is straightforward.

We guarantee our clients will see a return on their investment.

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