



Are you getting productivity from your sales staff?

— London based Inline Sales launches a new service to businesses —

Sales people can be the industries equivalent to an actor!! They require TLC, motivating, praise and above all incentives to perform, and even after all that, sometimes productivity and profits can still crash down around people's ears! So how do companies get 100% productivity from their teams without de moralizing them, or spending promotions budgets on expensive incentives?

"Do you compare your sales with the competition? And how effectively does your staff manage their time each week? Do they spend too much time on administration and paperwork and not enough time selling? When we looked at sales processes, less than 40% of sales directors accept that they have a well defined and working prospecting methodology. Less than 28% believe they have a recruitment process that generates the best salespeople" says Craig Thrussell of Inline Sales, London.

"As an experienced sales outsourcing company, we at Inline Sales have come up with a solution. We call it Quickscan which means we can very quickly 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. From here we analyze the results with our database of statistics and publish a bespoke paper to the client containing gap analysis with average for the industry, gap analysis with best practice, reasons for the gap, and short term fixes."

Inline Sales was developed by a group of sales and business professionals who have a strong commitment and a passion about sales. Each client is individually addressed with solutions that fit their business requirements. Inline Sales is uniquely positioned to deliver expert strategies through proven processes and methodologies.

Their experience ranges across multiple markets including: Automotive, Banks, Insurance, FMCG, Oil & Gas, Leisure, IT, Public sector, Telecommunications, Pharmaceuticals, Service providers and the Media Industry, including radio, press and outdoor.

Inline Sales extensive background within the each sector and its customers has helped them to cater our business practices to fast paced, high growth organisations. Interested in finding out more about the Quickscan methodology? Then contact Sarah Bennett at Inline Sales on s.bennett@inline-sales.com or log onto the website at www.inline-sales.com to arrange an appointment.