



# Salelytics

## Your B2B Solution

Salelytics services and solutions are proven to overcome the various complex sales challenges organizations face. We are not just a vendor, we are your partner. We strive to exceed excellence and be the driver to hit our client's revenue goals for the years to come.

To find out how Salelytics can help you improve your sales, call 888.999.9833 or visit [salelytics.com](http://salelytics.com)

Salelytics is a leading provider of business-to-business sales and account management services. With our proven success of helping business-to-business organizations meet or exceed revenue targets, Salelytics combines 30 years of experience and superior sales methodologies with advanced technology to deliver an integrated suite of revenue generation solutions. Thus, allowing our clients to overcome a variety of unique sales challenges across multiple business segments by providing meaningful interactions with prospects and accounts to grow your revenue. Our sales model solutions assist our partners to drive productivity, incremental sales, increase market share, & strengthen relationship with customers by working as an extension to your organization.

### EXAMPLES OF THE VERTICALS WE SERVE INCLUDE:

#### Healthcare

- Medical Devices
- Medical Products
- Pharmaceuticals
- Animal Health
- Healthcare Services
- GPO

#### Business-to-Business

- Financial Services
- Logistics
- Business Services
- Manufacturing
- Communications
- Hospitality

#### Consumer Goods (CPG)

- Grocery
- Drug
- Convenience
- Distribution
- Urban
- Hardware
- Alternate Channels

### SALES CHALLENGES/SALES MODELS

A unique benefit of our relationship and business models is the ability to generate insights from across our diverse portfolio. These insights advance conversations from interesting to compelling. Some of these sales challenges include:

- Account Coverage
- New Business Development
- New Market Development
- Access Challenges

Our exclusive sales models supplement your go-to-market strategy to optimize results. Based on sustained sales results over decades and proven proprietary sales methodologies, our collaborative approach to sales strategy and execution helps you overcome the variety of complex sales challenges. Our strategic discussions lead to a prioritization of goals and ultimately refine the sales models in several areas including:

- Funnel Development
- Sole Territory Coverage
- Team Sell Method
- Full Account Management

### SALES CAPABILITIES AND STRATEGY

Current market driven challenges and the evolving buyer journey make it critical to invest in technology and sales methodology that improve sales productivity. Complementing sales talent with the tools and processes to achieve defined sales productivity metrics is critical to realizing the desired revenue outcomes. We continue to invest and innovate across these key components:

- Sales Motion Continuum
- Account and Product Optimization
- Gamification
- Speech Analytics
- Sales Enablement