



Optimizing B2B Sales Models and Strategies

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Sales Strategy Self Assessment

Are your sales growing? Yes No

Are your outside sales reps signing up new customers? Yes No

Do your outside sales reps have the capacity for more customers? Yes No

Do you have an inside sales function (not customer service)? Yes No

Has the number of your inside sales resources grown? Yes No

Do you have a lead generation process and activity? Yes No

Have your ecommerce sales grown rapidly? Yes No

Do you have a culture of sales accountability and performance? Yes No

Is your sales manager actively coaching and developing their team? Yes No

If you have four or more NO responses, you should start a conversation with us! We have the knowledge and experience to help.