

Best Practice

Service: Consulting
Solution Suite: Business Development
Best Practice: Sales Process/Design Methods



Overview

AMS deploys solutions based on customized industry and experiential best practice. Our team of executive level consultants will work with your organization to craft the best implementation of any service, solution suite and correlating best practice. This holistic approach to creating business solutions will render high value ROI, continuity and embedded value.

AMS has developed a standardized organizational and personal development process to produce high performance sales activity. The Bridge Selling System is a set of best practice solutions that will allow both new and experienced sales professionals to develop or enhance the fundamental skills required to become a well-rounded, sales professional. These best practices encompass all of the competencies and processes that your organization will need to shift the culture to a high production environment. The solution is a blend of training and consulting that results in a structured and methodical approach to the entire sales process.

AMS has helped organizations of all sizes and in all industries to improve their sales capabilities. Additionally, we can integrate the appropriate technology platforms to support reporting, performance management and lead management.

Some of the attributes associated with the Bridge Selling System are:

- Develop fundamental sales skills
- Establish a systematic process to lock onto a prospect's unsaid needs
- Assess the sales need
- Separate wish lists from true requirements and position yourself as a consultative partner in the sales relationship
- Align proposals, products and services with customer requirements and create a sales planning methodology
- Present the features and benefits that speak directly to your customers' requirements
- Cement your sales by delivering precisely what the customer wanted
- Establish a channel of communication that will allow for repeat sales and continuous opportunities
- Create a sales method for the organization and its supporting process
- Design performance measurements and metrics
- Create the sales competency model
- Establish the appropriate technology platform to support the process and data output

The above items are not a complete list but represent the "usual" components of an initial implementation plan.

AMS can prepare your organization and its people for the next step in sales success.

AMS can customize any best practice to fit your organizational needs.