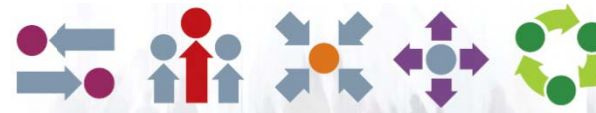


# Executive Summary



“ Expertek delivers a structured process to take products and services into competitive markets - creating the information and tools that sales people and partners need to sell a specific solution. ”

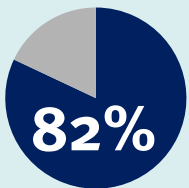
## What we do

- Sales Enablement
- Channel Development
- Product Management
- Programme management
- Environmental Technology Marketing

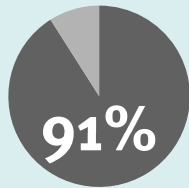
## Industry knowledge

- Technology
- ICT
- Telecommunications

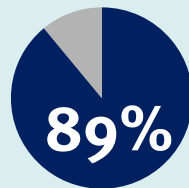
## Results



82%  
agreed that the Sales Guide made them more productive



91%  
said the Sales Guide had helped them to sell the VBN solution



89%  
said they would win more sales in future as a result of having the Sales Guide



100%  
of respondents rated the Sales Guide as Good or Very Good

## Skills

- Requirements capture
- Segmentation
- Proposition development
- Solution definition
- Go to market planning
- Process design
- Implementation
- Materials creation
- Sales and account planning
- Launch support
- Workshop facilitation

## Deliverables



## Clients

