

## The Sales Team

Rowan specialises in stimulating sustainable growth by getting to the root cause of sales performance and productivity issues. Whether it's declining profits or revenue, poor motivation or sales force organisation, our people have the experience and credibility to improve sales performance and your top-line.

We pride ourselves on providing the best and most experienced resource to meet your requirements. Working with Rowan means getting access to someone who's been there before and done it; people who've led from the front and made significant changes to businesses.

Within the sales environment, we have delivered strategic, operational and tactical change that has improved top-line performance for our clients.

Check out our consultant profiles to see what we've done in the past.

### Your Challenge Rowan Experience

I can't resource the change needed to get our sales on track  
Rowan has experienced change consultants who have worked across most sectors and can quickly lead change. They're not just project managers, they're experienced in improving top-line revenue performance through change.

I don't know how to quickly assess how well my sales team is working  
Our sales consultants have in-depth experience in managing sales teams and are expert in conducting Sales Audits to find out what's going on & what improvements can be made.

I need to develop our sales processes to achieve visibility, manage activity and improve productivity  
Rowan has improved End-to-end Sales Processes for companies from SMEs right through to major corporations. Our team can make sure your strategy, planning, execution, monitoring and evaluation can be controlled and deliver the best sales results.

I don't think everyone in our sales team has the right experience or skills.  
We don't just rely on text books, Rowan has the real-world experience to help sales people Improve Sales Productivity and Performance and become more commercially focused. Our consultants cover everything from the formal selling skills in the classroom right through to field sales accompaniment.

We need to more effectively generate additional revenues from existing accounts  
We help clients Maximise Revenue and Client Loyalty by understanding where the potential lies and how to prioritise activity. With experience in channel and customer management, our team quickly determines customer dynamics and sales potential and gets things moving quickly.

I do not know whether our sales team is targeting effectively, or how well they're prioritising customers and opportunities.  
Rowan can help clients get the right commercial focus, develop Effective Territory and Account Planning procedures and make sure visibility of the right data is in place - all vital ingredients to maximising revenue growth.

We need our sales managers to be effective coaches and improve forecast predictability

We have combined skills training and process improvement for large and small clients to get the best out of staff and enable them to forecast more accurately.

We'd love to hear from you to discuss your needs and help make sure your sales force is working as effectively as possible, and the deals that are coming through the door are the best deals for the company.