

TEAMMS© A Coaching Program for B2B Prospecting

The 10 week coaching program to change your Sales Pipeline results

The Issue

The big issues that this program addresses include:

1. Failure to achieve quota
2. Poor forecast accuracy
3. Low win rates

Target – Know your why and your who

Know the serious problems you solve, and with whom you need to speak.

Execute – Know your how and why

Become competent in an omni-channel approach with the right messaging, and tech stack agility.

Account For – Know the facts

Leverage your CRM with data integrity, to preserve the valuable, actionable history of your client and set forward actions. So you know who your prospects are, what they want, where you are in the sale and the next steps to move the deal forward to closed won.

Measure – Know how well you are doing against goals/quota

Leverage fact based key sales metrics to objectively measure sales performance & identify gaps across KPI's (Activities), OKR's (Process) and KRA's (Outcomes).

Manage – Know what and how to take the next action

Based on the interpretation of available information be clear idea about the next steps.

Successfully – know why you have been successful

Review performance against the targets, celebrate success and decide if any adjustments are required.



Dylan Gray Consulting

Work Smarter. Manage Better. Grow Faster.

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Our Approach

We help to change individual behaviors to better align with & achieve your revenue goals.

| Week # | Focus & Deliverables |
|---------------|--|
| | <i>will vary based on individual needs, 60 minute session per individual</i> |
| -2 | Sales Leadership Working Session |
| -1 | Program Launch, Introductions |
| 1 | Individual Coaching Target |
| 2 | Individual Coaching Target |
| 3 | Individual Coaching Target |
| 4 | Individual Coaching Execute |
| 5 | Individual Coaching Execute |
| 6 | Individual Coaching Account For |
| 7 | Individual Coaching Measure |
| 8 | Individual Coaching Manage |
| 9 | Individual Coaching Success |
| 10 | Individual Coaching Success |
| 11 | Sales Leadership Review & Next Steps |



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