# Interim/Fractional Sales Leadership

## Sometimes you need a fresh set of eyes **AND** an extra set of hands.

Like every company out there, start-ups and privately – owned organizations are worried about the impact of the current challenges.  The one #1 priority is figuring out how to keep the business afloat with limited human and financial resources.

Most owners or founders have not ever led a sales team during a crisis – and might be unsure how to lead, motivate, and drive the activities necessary to capture new revenue.

What made your team successful during the past 3 years will not work in the current economic climate.  Are you positioned with the right strategy, process, and people to effectively sell in a crisis? If not, let us help!

**Sales Acceleration Group provides the following for a monthly retainer:**

- A commitment to a min. amount of days dedicated to your company each month
- Join Executive Team meetings to represent sales
- Responsible for all the duties expected of a sales leader:
    - Set strategic direction
    - Hold the team accountable
    - Run weekly sales and pipeline mtgs.
    - Run 1:1 mtgs
    - Provide ongoing sales training and coaching
        - Calls
        - Appts.
        - Demos
        - Tradeshows

- Provide a weekly written update to the Founder/C-suite

*"If you're looking to transform, build or enhance your sales strategy, team or efforts - look no further. I've been working with Kristie Jones since the beginning of February 2020 and she is an expert sales coach. By continuously challenging me, and putting me out of my comfort-zone, my professional sales skills have grown tremendously (along with some personal development as well). Through her knowledge, resources and life experience, Kristie is able to mold and guide people into the best that they can be. That's not to say it's an easy ride, but if you're up for the challenge and willing to listen and be vulnerable, you will not only see results, but also succeed in many ways! I highly recommend hiring her and bringing her into your workplace!"* -Sarah, Curate