

THE ACELERA GROUP

CREATING WINNING SALES TEAMS



About

Looking to improve quota attainment, sales profitability or customer satisfaction? Not getting your fair share of your customer's strategic spend? Want to build your team's position as trusted advisor?

Leverage Acelera Group's extensive expertise in pipeline development, account planning, account-based selling and value selling! We've driven success within global and emerging sales organizations – helping them develop new/improve existing sales processes, roll out new products and services, and create higher performing sales teams.

Let us help you “rev up” your sales engine!

Revenue Acceleration Services

Pipeline Development

- Greenfield penetration & new logo acquisition
- Opportunity development & review
- AE/BDR/SDR training & coaching
- Win/loss analysis

Account Planning

- Account expansion & growth
- Framework, prework and agenda development
- Team building & role clarity
- Process and event facilitation
- New product & service roll-outs

Sales Performance

- Performance analysis
- Value Selling coaching & frameworks
- Benchmarking & best practices
- Power Hour/Role Playing

Proven Five Step Process Ensures Results

Diagnose and design

Plan and enroll

Test and tune

Scale and monitor

Optimize and repeat

Visit www.aceleragroup.com to schedule an initial conversation