

Revenue Performance Launch

Quick Start Strategies begins new client engagements with a Revenue Performance Launch (RPL). This focused project assesses your sales organization, existing processes and supporting infrastructure. It results in recommendations to improve revenue performance and predictability.



Benefits

You will receive pinpoint recommendations on how to improve revenue performance and predictability. You will understand how well your value proposition resonates and aligns with your customers. You will know where sales gaps exist, as well as understand the key metrics and performance indicators that drive your business.

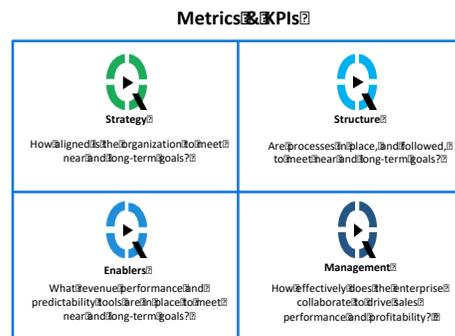
Rapid assessment drives sales improvement.

A Revenue Performance Launch aligns key internal company metrics on performance, validates them through customer interviews, and compares the results to established ‘best-in-class’ benchmarks. It quickly identifies sales gaps and provides a framework for improving your sales performance and predictability.

The RPL Lifecycle

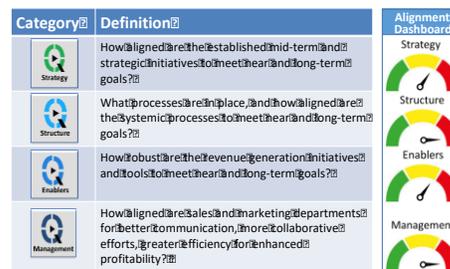
(1) Metrics & KPIs

The RPL starts by reviewing your sales data with the QSS CRM Analyzer™ to correlate against best-in-class key metrics.



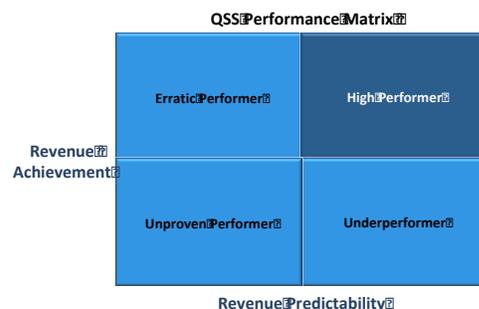
(2) Operational Alignment

Through internal and customer interviews we confirm alignment of goals, processes, systems, and customer value.



(3) Performance Matrix

Forecast and sales performance data are combined with the CRM metrics review and alignment interviews to identify gaps and prioritize the needed improvements and outcomes.



(4) Targeted Action Plan

We deliver pinpoint recommendations for improvements in strategy, structure, processes and infrastructure to reach financial and operational targets.



Why QSS?

The science of selling is in our DNA. Our senior advisors work directly with your marketing, sales, management, and customers to benchmark your sales processes, infrastructure and performance. QSS will provide areas for improvement that will drive enhanced sales performance and predictability.

To find out more about Revenue Performance Launch:



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