



Marketing & Sales Services/Consultancy Providers

The ideal sales & marketing partner for your business



our **services**

Overview

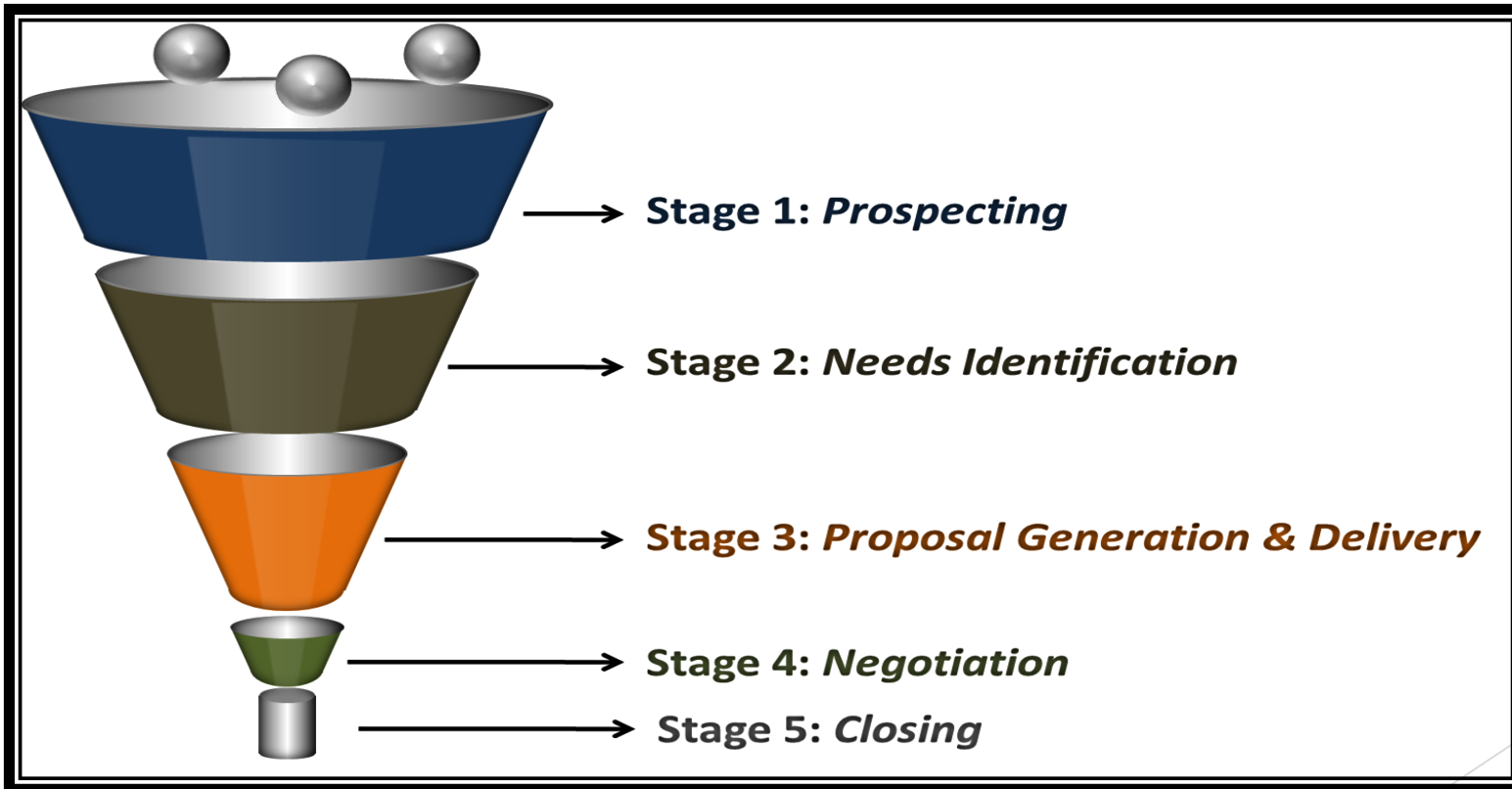


- ▶ **Marketing & Sales Funnel model (MSFM) & Stages Defined**
- ▶ **Training/Induction process**
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- ▶ **OUR SALES & MARKETING SERVICES OPTIONS**
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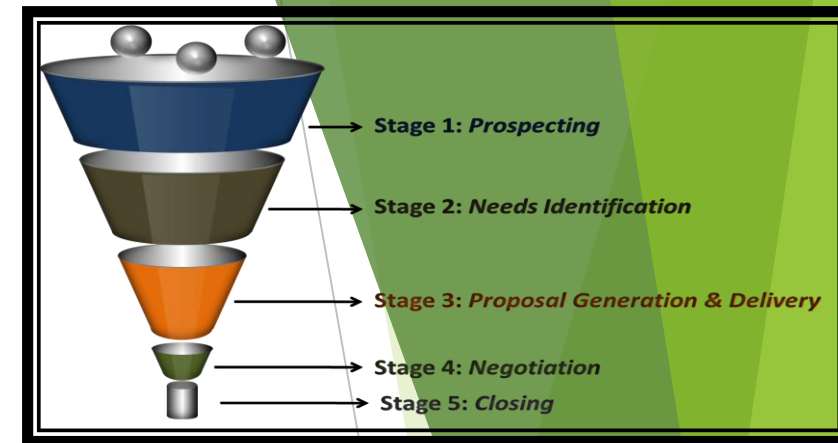
(MSFM)

Marketing & Sales Funnel model



Marketing & Sales Process

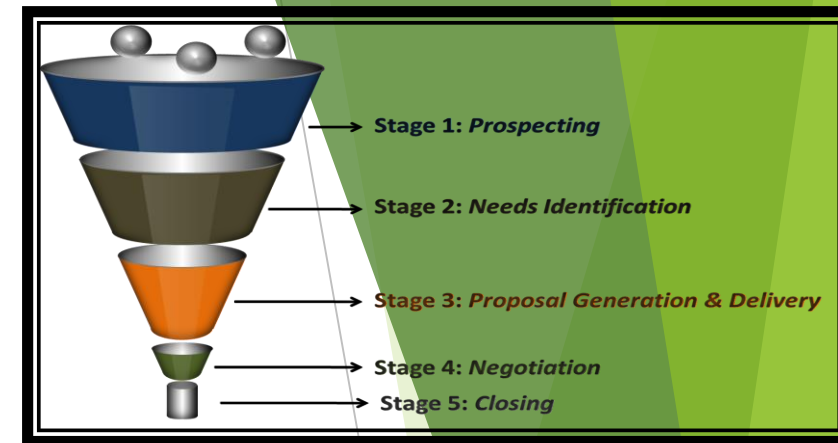
Stage 1: Prospecting(Defined)



- This is where we **prospect** your target audience for you & than prepare a **potential clients -list** to share & discuss with you.
- **After the list** has been agreed upon we start contacting potential clients for your entity by cold calls, email, etc....

Marketing & Sales Process

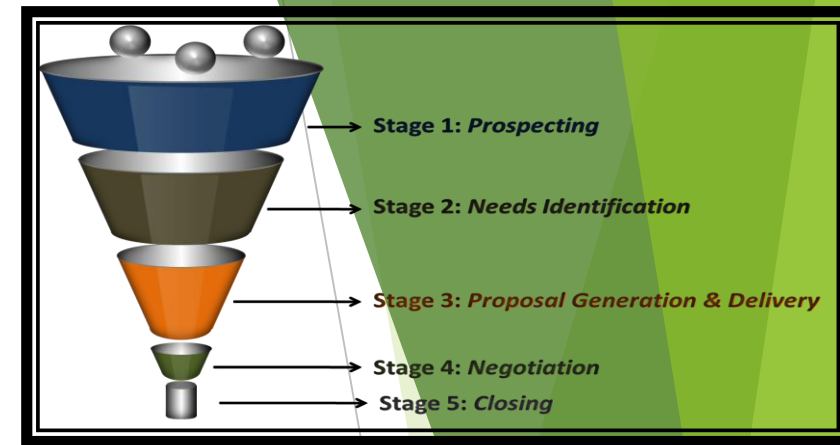
Stage 2: Needs Identification(Defined)



- In this stage we **identify & discuss** the needs of the potential clients with regards to your products/rendering services & proceed accordingly.

Marketing & Sales Process

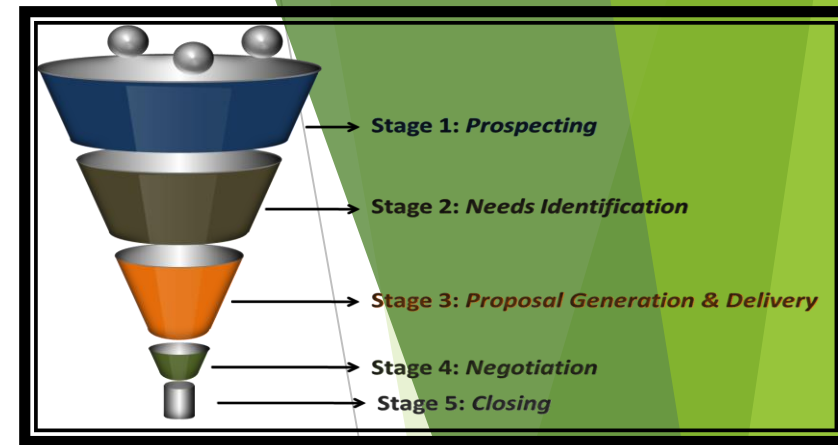
Stage 3: Proposal Generation & Delivery (Defined)



- When we approach this stage after identifying the needs of the potential client for your entity we will request you to then prepare a proposal & mention in it what you will have to deliver to fulfil the requirements of the concerned potential client along with the price/s of the service/s your business/company will be providing them. This stage also involves delivery of the Proposal/Quotation that we have requested from you for a potential client that we have identified for your business/company.

Marketing & Sales Process

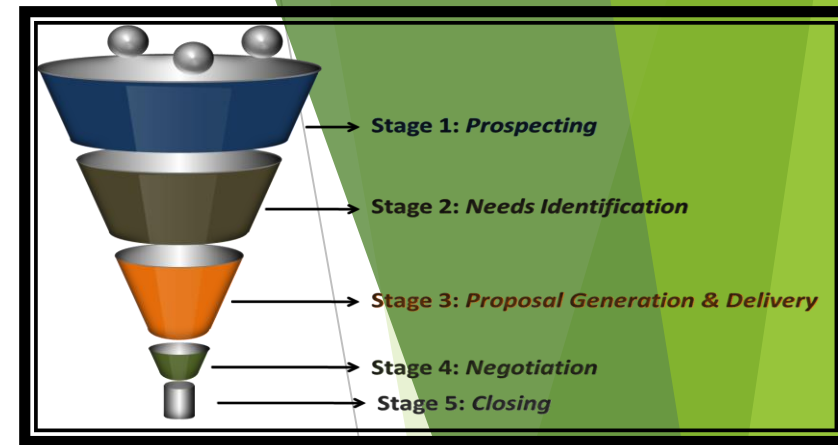
Stage 4: Negotiation(Defined)



- This stage is all about **negotiating** regarding the price/s & service/s on offer in the proposal prepared by your entity that GTS EST. has submitted to the potential client.

Marketing & Sales Process

Stage 5: Closing (Defined)



- This stage is arguably the most **crucial/vital** one whereby the sale is **closed/done** upon which GTS ETS. Involvement is usually completed regarding the sales process & the account has been handed over to your business/company.
- We may contact the client we signed on for you for feedback on the service/s provided by your entity to them as per the deliverable/s on the concerned sale or GTS EST. **maybe involved** even after the sale has been delivered/completed by GTS EST. should it be requested by the other party in this contract or the client we obtained for your entity.



/Induction



- Once you sign on with us as a client we shall than require your organization to provide GTS EST. with an induction/training period which may last a week to a month depending on the complexity of your service or product that you are selling.





Comparison Benefits according to the general market in KSA

Reduce your business/company's costs with GTS EST.

Hiring a sales executive (General costs, etc)	
Basic Salary & Package of SR 5 - 7,000 Expats Basic Salary & Package of SR 7 - 11,000 Saudis/GCC Nationals	<p>Minimal service/retainer fee costs</p> <p>Minimal service/retainer fee costs</p> 
Medical Insurance	No medical insurance costs
Iqama Fees for Expats	No Iqama Fees
GOSI Fees for Saudi Nationals	No Gosi Fees
Transportation vehicle required, Housing allowance, office accessories/ Equipment such as Mobile, Laptops, etc	No transportation vehicle required, no housing allowance required, no office accessories/equipment required as they are self provided
Total cost saved monthly for your business/company approximately (Expats)	<p>Approximately SR 2 - SR5,000</p> <p><u>Annual saved approximately : SR24,000 - SR60,000</u></p>
Total cost saved monthly for your business/company approximately (Saudis/GCC nationals)	<p>Approximately SR 3 - SR5,000</p> <p><u>Annual saved approximately: SR36,000 - 60,000</u></p>

*Kindly note as part of our service we do charge a minimal service/retainer fee for our services, which is to be paid on a monthly basis when signing on with GTS EST.





Portfolio of our strategic partners



OUR **services** OPTIONS

GTS EST. Will save your business time & money by offering you a “different approach” with regards to your sales & marketing needs.



Sales & Marketing Services : Option 1

“Economical Package”



- ▶ In the **“Economical Package”** we deal with you in the following manner:
- ▶ On a **purely commission basis** for sales delivered with a **minimal services/retainer fee of SR2,500** to be paid to us on a **“monthly basis”** for services rendered. Our commissions will be calculated on the **25th -30th/31st** of every month & we will send you an **invoice/invoices** based on any sales achieved by us along with our monthly **service/retainer fee**. Regarding the commissions due to GTS EST. in the event that we make a sale/s for your organization than all the funds due to us for that month must be dispatched via a bank transfer into our business bank account **within 3 -5 business working days** after you receive the **payment from the client** for your **service/s or product/s or both** that we acquired for your **business/company**.
- ▶ Our involvement here is mainly during **“pre-sales & sales completion”** (Please refer to our **Marketing & Sales Funnel Model**) but we may also be sending the client we obtained for your business/company a **‘sales evaluation report’**.
- ▶ The **marketing services** provided by GTS EST. will be **direct/online marketing** for your entity as part of our sales process.



Sales & Marketing Services : Option 2



- ▶ In the **“Premium Package”** we deal with you in the following in manner:
- ▶ Which is a **service/retainer fee + commission basis**, this option may cost you more but the **benefits are greater** than what you receive in the **economical package** in terms of what GTS EST. provides your organization.
- ▶ GTS EST. is paid **SR 4,000** a month as a service/retainer fee for our services which include **unlike in option 1** the following:
 - ▶ We shall **prepare** a **weekly, monthly, quarterly & yearly sales report** for your business which will comprise of how many visits we conducted for your business in a month, meetings feedback, potential clients status reports & sales forecast report.
 - ▶ There will a be a **standard/minimum amount of visits/meetings** that we **will aim/try to conduct** for your business each week as per our agreement/contract. (Please refer to our Marketing & Sales Funnel Model) to grasp what else you will be obtaining from us when you acquire this package of GTS EST.
 - ▶ Our commissions will be calculated on the **25th -30th/31st of every month & we will send you an invoice/invoices** based on any sales achieved by us along with our monthly **service/retainer fee**. Regarding the commissions due to GTS EST. in the event that we make a sale/s for your organization than all the funds due to us for that month must be dispatched via a bank transfer into our business bank account **within 3 -5 business working days** after you receive the payment from the client for your service/s or product/s or both that we acquired for your business/company.
- ▶ Lastly but certainly not the least we may also send a **“ service evaluation report”** to clients to fill up & share with you after you have completed a service/s or provided them your product/s or both to them for sales that came through us. The **marketing services** provided by GTS EST. will be **direct/online marketing** for your entity as part of our sales process.
- ▶ **P.S.** As a premium client you will be promoted on our website www.gtsestablishment.com





Comparison benefits/ A message from our owner



“A different approach/solution for your business”

- ▶ “We have extraordinary relations with **key decision makers** in **100+ multi-national/local companies** within the Kingdom. We also prepare a **customized marketing & sales presentation** for your **marketing & sales portfolio**.
- ▶ As we can see in the previous slides **GTS EST.** Will save your business time & money regarding your marketing & sales needs by offering you a “**different approach**” /**solution** whereby we deal with you on a purely commission basis with a minimal service fee + commission basis, this option may cost you more but the benefits in terms of what you receive from us are greater”.
- ▶ We are ready to serve you in the best way possible by delivering on all your marketing & **sales** needs. Most of all our aim is in delivering the **results** you are looking for by approaching & dealing with your **target audience**”.
- ▶ “By joining with us your marketing& sales process “**becomes faster & more cost effective**”. We welcome you to be our **partner** today as we consider our **customers our partners as their success is ours & vice-versa**”.



Contact information/address

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- ▶ +966 (5) 46005908/ contact me on this number to reach me on my whatsapp account for no added cost & for a brief free consultation to discuss your business requirements as well as how we can help/benefit your business
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- ▶ Website: www.gtsestablishment.com
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- ▶ Linkedin page: https://www.linkedin.com/in/ghazi-sidiq-7770431a?trk=nav_responsive_tab_profile