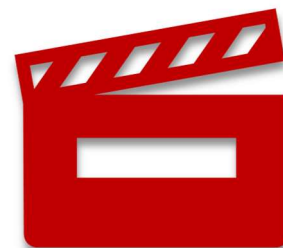


A successful roll out of the refined process will involve a range of different tools that will need to meet the specific needs of the client and their set up. indigo leaf will create and deliver a blended solution that will include some or all the following: training, coaching, interim management and recruitment.



The roll out specifics will depend on who will eventually do the work, in-house or outsourced, existing or new team. indigo leaf will create a roll out programme that will ensure that whoever is responsible for the process on an ongoing basis, has all the skills and confidence necessary to be successful.

### *Useful For:*

#### Job Role Definitions

Identifying the core competencies necessary to deliver success and associating these to the structure of the job roles is a key element of the pre-roll out work.

The job definitions are built to create clear areas of responsibility based on an understanding of the requirements to meet success in delivering the refined process

#### Learning & Development

On assessing the job definitions and necessary competencies, a gap analysis will provide a set of required learning and development interventions.

indigo leaf can deliver a range of sales training courses that would satisfy those needs and can integrate the learning with direct relevance to the business and the process.

#### Team Building

A high-performance team can be built by establishing a strong team ethic. This is where an appreciation of each other's roles is developed, playing to the strengths of each member, and their contribution to the process.

indigo leaf can provide the support and recruitment expertise to source or develop the team that will deliver on the refined process.

indigo leaf is a boutique sales consultancy that provides a wide range of services to help support small & medium sized enterprises. The 7-stage sales process refinement programme is a collection of these services blended together to help provide immediate success and on-going support.

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