

Any sales process, once refined, needs to be put under a constant cycle of review to make sure it reflects the needs of the business, and the needs of the prospect clients. indigo leaf can provide the on-going support to establish a continuous process of improvement.



Structured periodic meetings are at the core of the on-going support, and from here other interventions and support can be provided, be it interim resource for campaigns, reviewing of pipelines, interim management to provide additional support to the team, or consultancy and advice as necessary.

## *Useful For:*

### Events & Campaigns

The investment in exhibitions and events is significant, so to significantly improve the chances of success, the indigo leaf team can be on hand to provide the pre and post event support, as well as provide the additional resource at the event itself.

indigo leaf has extensive experience helping organise and maximise the impact of events and campaigns.

### Appraisals & Reviews

Appraisals and reviews can be conducted by indigo leaf to provide a thorough independent assessment of a department.

In either an interim sales management or sales directorship capacity, indigo leaf can deliver a full suite of outsourced management capability.

### Independent Advice

indigo leaf builds long standing relationships with our clients, and as we develop with our clients, it is our implicit understanding of the businesses mechanics that allow us to provide pragmatic and valuable suggestions.

With our fingers on the pulse of multiple organisations at any given time, we are well positioned to provide strong direction for our clients.

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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