

VOURIS SALES ACCELERATOR

In this program we combine qualitative review with quantitative analysis to develop and execute on a roadmap that results in a repeatable sales process in 6 months.

This program takes place in 3 phases.

PHASE 1 – SALES SUCCESS ROADMAP

TIMEFRAME: 3-4 WEEKS

Phase 1 is all about deeply understanding your product, market, and current processes.

Here are some of the ways we do that.

- ✓ **Examine current sales process** - This allows us to identify bottlenecks that will stunt your growth and make recommendations on how to fix it.
- ✓ **Evaluate current strategy** - Based on your target market and persona, we evaluate if the current strategy is sound and deliver recommendation on how to improve it.
- ✓ **1:1 interviews with Leadership** - By evaluating your current leadership practices we make recommendations on what to start doing and what to stop doing to improve your sales motion.
- ✓ **Review sales enablement** - We work to understand if your current/future sales people set up for success with the right materials and support.
- ✓ **Tech stack audit** - We review your current tech stack and make recommendations on what tools your team needs to achieve sustainable growth.
- ✓ **1:1 interviews with the current sales team** - If you have a team already we evaluate their capabilities to make sure you have the right people in place.
- ✓ **Review sales reporting structure** - How you are using data to make decisions is incredibly important. We review all sales reporting and make recommendations on what you should be tracking and why.
- ✓ **Sales compensation audit** - We take a look at your existing (or nonexisting) sales compensation plan and, if necessary, put together a new compensation plan based on best practices.
- ✓ **Review CRM system** - We do a deep dive into how you are using your CRM system to identify bottlenecks and make recommendations if there are improvements that should be made.
- ✓ **1:1 interviews with other stakeholders** - If needed, we will meet 1:1 with other stakeholders involved with the sales process to get a clearer picture of the current status of the current process.
- ✓ **Review all historical data** - If available, we will also look at historical data to better understand how you operate.

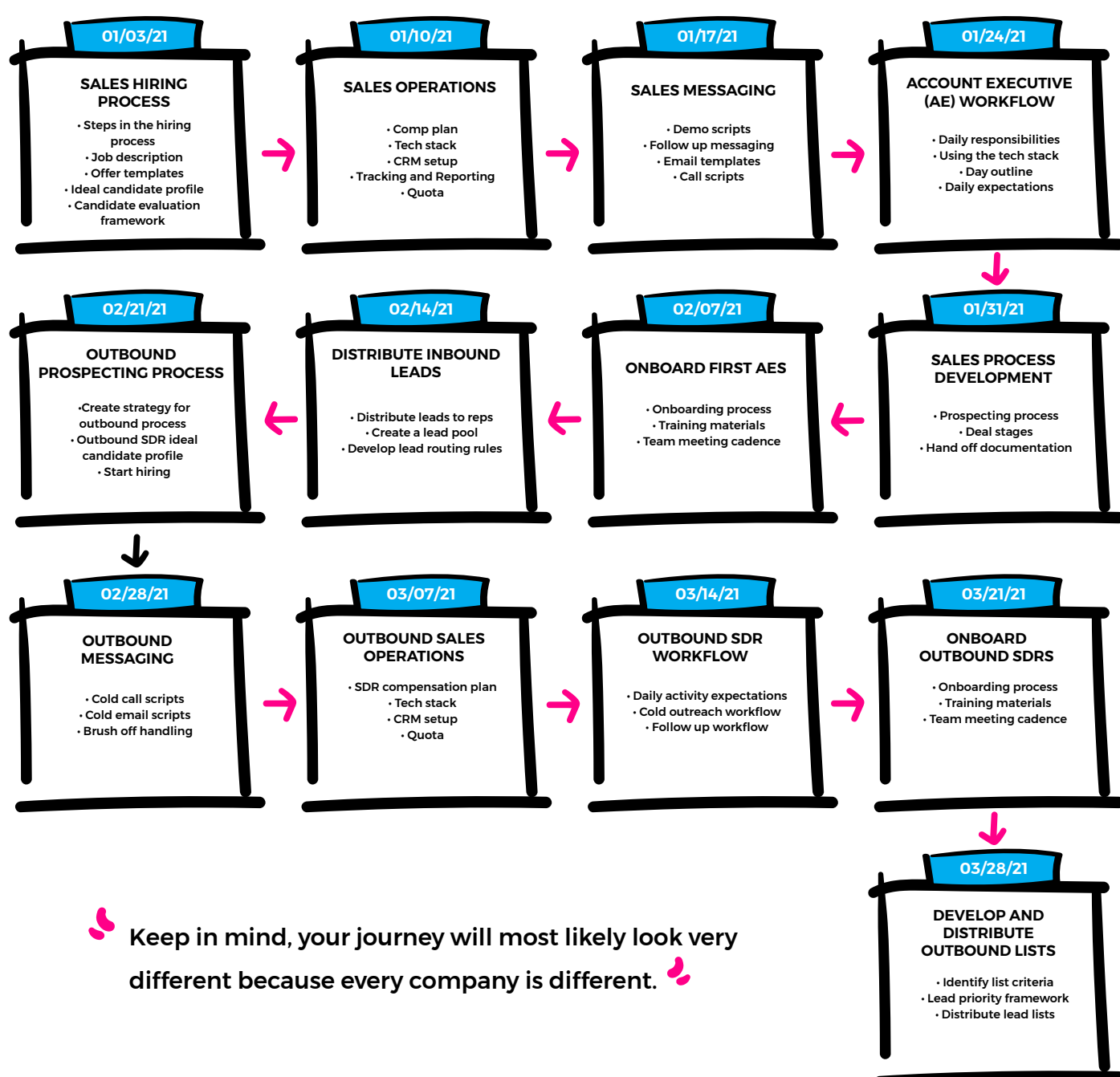
PHASE 2 – EXECUTION

TIMEFRAME: 2-4 MONTHS

Armed with the plan we developed in Phase 1, we work with you and your team to execute on this plan.

While we work together to execute on our plan, we are looking at the data to make sure things are moving in the right direction.

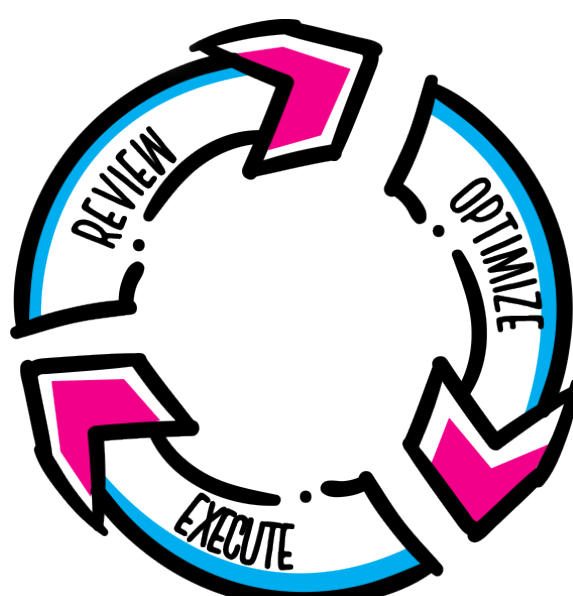
Below is an example from Monograph, a client of Vouris that grew revenue by 3x in 11 months and raised a \$20M series B.



PHASE 3 – OPTIMIZE

TIMEFRAME: 1-2 MONTHS

In Phase 3, we are focused on tweaking your sales system to make sure we have real repeatability.



This is typically what happens in Phase 3

- ✓ Data driven recommendations
- ✓ Systematize what's working
- ✓ Guidance and problem solving

The end result is a proven sales playbook & consistent results.

BY THE END OF THIS 6 MONTH PROGRAM YOU
WILL HAVE A REPEATABLE SALES PROCESS

OUR ZERO RISK GUARANTEE

After the first 30 days of this program, if you are not convinced that this will be the best investment for your business, you can cancel. No questions asked.



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