

# DEPLOYING OUTSOURCED SALES PROFESSIONALS

## CLIENT LAYER

Product/Service Training  
Marketing  
Technical Support

Operations  
R&D  
Production

Legal  
Finance  
HR

Sales Management  
Strategy  
Leadership



## OUTSOURCED LAYER

GET SALES PEOPLE

Employment costs  
& fringe benefits

Office

Internet, laptop, cell phone,  
and car allowance

RECRUIT TOP TALENT

Profiling & budgeting

Posting & interviewing

Background &  
reference checks

SALES SUPPORT

Trade Events

Sales Training & Coaching

Expense Management

MARKETING SUPPORT

Market Research

Appointment Setting

Inbound/Outbound lead  
generation & qualification

CRM

Data  
Management

Engagement

Sales  
Analytics

SALES



Optimized Outcome