

Your sales process

- What are your current sales processes and how are you doing it? Is it working?
- Identify gaps in your process
- Customer journey from enquiry to quotation to the close
- Are you closing enough business in your meetings?
- What is your quote follow-up process?
- What are your conversion rates?
- Identify customers' needs, wants and problems

BUSINESS GROWTH VIDEO

The importance of
the sales process

Julie Fatcher

The Sales Ace

