

Vendere is driven to accelerate our customers' revenue generation capabilities.

We will increase your top line through improved sales processes, tools and services.

We work with your team to identify prospective clients in the marketplace, contact those prospects with a targeted message, help them understand your company's unique business value, and set up an appointment to meet and discuss a qualified opportunity.

We are paid based on performance and results.

- ▼ Do you or your sales team have enough leads to chase?
- ▼ Are your best sales people spending more time on the phone rather than meeting potential and existing clients?
- ▼ Is your sales team spending more time qualifying potential clients than closing opportunities?
- ▼ Are you running into a smaller sales funnel with increased time to close?
- ▼ Are you using the same sales processes you did in a fast growing economy?

### Our Method to Accelerate Opportunity Generation

We took our experience in opportunity generation and combined it with our understanding of our clients' needs to create a proprietary inside sales process. Our process is called ADAPT because we demand that our team be able to adapt over the phone and on calls to meet the prospects' needs.

### BENEFITS

**Our Opportunity Generation Process brought the following value in just a two-year time frame:**

- ▼ Added 4,800 appointments between 10 Prospect Managers
- ▼ Generated \$13 million at 52 new clients
- ▼ Prospected Largest Customer in 2002
- ▼ Increased face-to-face sales by 25%
- ▼ Decreased cost of sales by 15%
- ▼ Increased funnel by 40%

**The Prospect Manager team drives sales opportunities:**

- ▼ Sales people spend more time with customers
- ▼ Expanded prospect outreach
- ▼ Improved follow-up
- ▼ Heightened brand awareness with multiple touch points
- ▼ Development of a clear and dynamic business value statement
- ▼ More effective and responsive sales training
- ▼ Agility to test new concepts quickly
- ▼ Strategically targeted prospect research

