



SalesSource is a strategic Revenue Operations and Inside Sales Advisory firm with over 50 years of combined experience. We focus on helping technology companies establish a scalable sales organization through the combination of sales process development, technology integration and best practice training.

Services



Sales Coaching / Mentorship: Our Sales Leader Mentorship & Coaching program connects sales leadership at all levels with a dedicated advisor who provides direction on topics ranging from hiring decisions to board presentations. We partner with Founders, CROs, VPs of Sales, Frontline Sales Managers, SDR Leaders, and Sales/Revenue Ops Leaders.

Systems Infrastructure Design: Through our Systems Infrastructure Design offering, we will audit and assess your current state systems infrastructure (which is typically your core CRM as well as any Sales 2.0 technologies developed on top) and provide our recommendations and execution for setting up your systems architecture for short, medium and long term business requirements.



Go-to-Market Planning: With extensive experience driving go-to-market planning cycles for large enterprise B2B organizations, SalesSource Consultants will work with your Sales and Sales Operations leadership to guide an end-to-end planning cycle that will help your organization efficiently go after their objectives for the year.

Account Based Sales Development (ABSD) Advisory: Since spearheading the ABSD movement, SalesSource is uniquely qualified to help Sales organizations roll out a best in class ABSD strategy to support your existing selling efforts. Our consultants will offer your Sales leadership best practices, frameworks and tactical execution strategies to conduct ABSD campaigns quickly and effectively.



Analytics Strategy and Execution: One of the frequent requirements we see from customers is the need to then drive a strong analytics framework / cadence that is supported by highly accurate data sets. Having built out analytics functions in large enterprise organizations, we are well equipped to help your organization develop an analytics framework that can support many stakeholders.

Want to learn more? Please visit salessource.com for more details