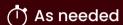# Sales Team Structure

Take the performance of your sales organization to the next level with an executive-level fractional resource to lead, train, hire, and structure your staff

As needed

WHY
The Importance

- Prioritize your sales team's development and the growth of your organization
- Ensure your sales organization's structure, compensation, and employee training programs position you for success

HOW
The Approach

- Assess the current structure, processes, bandwidth, and division of responsibilities for each sales team member
- Make recommendations regarding the size of the sales force and division of responsibilities

WHAT
The Value

- Actionable recommendations to optimize your sales organization
- Hiring or re-organization recommendations
- Team member development and training

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Big Red M is an industry-leading consultancy for associations seeking revenue growth through sales and strategy. Annually, our company adds millions of dollars to the bottom lines of our clients.