

Profit-in-a-Jar!

*Offering packaged business know-how for sales-managers. You only pay for critical knowledge for effective new sales, focused tenders and payable projects!
40 years of sales, managing tenders and project-leading at your service!*

Service for establishing new sales

Coach – cold calls

SEK 10.000 - two ½ days

*Don't guess! Build cold call activities on metric. Engage as coach or sounding board. We discuss how to go from 5*5*5 ratio to 3*3*3 and market, position, target group and USP:s in meeting one.*

Own and customer availability, time and cost, budget, notes, statistics, monitoring and feedback in meeting two

Monitoring service of sales progress

SEK 5000 for 5 weeks

Weekly monitoring of progress and feedback for up to 5 persons based on specific reports.

Services for Tenderers

Flyover	Analysis & Report of complete procurement data	SEK 10.000
Agreement	Report on commercial and legal challenges	SEK 5.000
Generic plan	Ideal resource- and time-plan for the tender	SEK 5.000
Adapt plan	Adaptation of plan depending on customer condition	SEK 1.200/h
Monitoring	Negotiating team, management, legal and procurers	SEK 1.200/h
Creative	Disposition, layout, selling texts, problem solving	SEK 1.200/h

Initial tasks, at fixed price, need little information of customer. Response time 1-2 days.

Services for Steering Committees

Coordinate Establishing values.

SEK 10.000 - two ½ days

Create common ground for PM and stakeholders. Different interpretations of tenders, agreements, methods and individual agendas are identified. Establishing lowest common denominator to ensure communication and avoid deceptive nonsense-reporting.

Actions

SEK 5.000 á piece

1. Adjust tender to offer project quality and metric according to decided values
2. Adjust legal agreement to ensure quality and metric for both parties
3. Adjust project directives to obtain agreed implementation
4. Participating in steering committee - per occurrence