



Executive Overview

Helping clients win their most important sales opportunities

About Infoteam

Founded in 1990, Infoteam develops and implements programs to fill sales pipelines, win important opportunities, and develop key accounts into strategic partnerships. Our programs are delivered around the globe in 13 languages through a network of 30+ consultants. We have improved the sales performance of more than 400 companies in many different industries.

Sales Management Challenges

Delivering the numbers with reduced resources is one of the most challenging issues facing sales leaders today. The quality of the sales process is critical to success.

Our experience shows that deficiencies in the sales process account for 8 out of 10 losses. The most common issues include selling to the wrong people, focusing on price rather than customer value, and entering the customer's buying cycle too late.

The results are unexpected losses or delays, inaccurate forecasts, last-minute price reductions, wasted resources and not meeting revenue targets.

Infoteam Solutions

We work with management to identify sales process issues by critically analysing recent losses. Key sales team members provide input to ensure that our solution is tailored to meet specific needs.

Infoteam's solutions include workshops for top management and account teams supported by easy-to-use tools, and implementation support:

Change Partners – to secure buy-in and involvement throughout the change process

Initiating New Business – to generate qualified opportunities and fill the pipeline

Winning Complex Sales – to increase the probability of winning current and future sales opportunities

Coaching the Sales Process – to develop sales managers into team coaches

Managing Strategic Accounts – to create stronger partnerships and grow key accounts

Our hands-on workshops involve all customer-facing parts of the organisation (sales, pre-sales, consulting, services, marketing and of course, management). Participants apply concepts immediately to their own cases, helping to internalise learning, and leave the workshops with ready-to-implement action plans

The Infoteam Difference

People – Coaches with extensive sales and management experience in your industry

Concepts & Tools – focused on winning opportunities - not administration, in many cases tools are integrated to share information across the process

Learning Approach – applying the concepts to participants' own live-cases

Global Capability – with local support and references in South Africa and delivered in 13 languages world wide

Impact on Results – risk and reward which underlines Infoteam's objective of delivering what it promises.