

Company Overview

Our Business

Selling Up™ helps organizations build flexible sales strategies, increase profitable sales and protect key customers. Our solutions range from Strategic Sales Roadmap™, a plan for senior executives and senior sales leaders who want to build an opportunity-focused, self-renewing sales organization, to tactical selling solutions designed to deliver predictable, persistent, sustainable sales revenue.

Who We Are

Selling Up™ is a leading sales revenue improvement firm built on innovative ideas, proven methodology and more than 30 years of executive experience. With a unique, balanced approach to improving sales revenue, we team with you to help you acquire and retain the right customers, at a lower cost of sales.

Our cross-disciplined consulting team has broad business expertise, with hands-on experience as senior executives, finance managers, investment bankers, senior marketing and sales executives and national, strategic and global account managers.

We have helped our clients with business process development and implementation, M&A integration planning and execution, strategic planning for business units and key departments, integration of sales and marketing functions, and high level contractual and relationship negotiations.

Keys To Win-Win Results

We achieve maximum win-win outcomes with clients that have some or all of these characteristics:

- Senior management values the role of the sales organization in the revenue generation process
- Leaders face an important opportunity or challenge that must be addressed to avoid difficulty or promote growth
- We have access to an engaged executive sponsor who has authority and influence across client-touching functional departments
- Executives support organizational change process
- Stakeholders have experience working with outside consultants