

Empower Sales Leaders

The heart of our Sales Management and Improvement services is our exclusive Sales Management Operating SystemTM (SMOSTM). The SMOSTM is a flexible, scalable management system with tools that enable front-line leaders to achieve and sustain profitable sales revenue. Leaders create an opportunity-focused, self-renewing sales organization that adapts to changes in markets as rapidly as markets change.



Company-specific and tailored for each client, the SMOSTM provides companies of all sizes with a proven methodology and unique tools for consistently and predictably managing the selling organization. Sales leaders elevate individual and team performance by moving from a managerial “*feel for the game*” to a system that promotes a workable balance among creativity, organization and more rigorous, data driven decision making.

A Strategic Approach To Managing Your Sales Organization

A successful strategy for managing a superior selling organization includes four essential elements: talent management, leadership development, team performance and a mechanism for continuous organizational improvement.

- **Talent Management:** The SMOSTM arms your sales leaders with tools and process to attract talent that fits your culture. Our statistically validated hiring and promotion profiles allow managers to get the right people on the bus, sitting in the right seats and doing work that best utilizes their innate talents. Managers use a validated tool to predict job performance success.
- **Leadership Development:** The SMOSTM provides sales leaders with disciplined performance standards, metrics and accountabilities for all job positions and sales activities. Leaders learn to role model and to inspire their teams by creating, organizing and implementing departmental initiatives, communicating to, coaching and inspiring sales professionals, objectively measuring and assessing performance and setting individual and team goals.
- **Team Performance:** Elevating team performance requires an objective approach to assessing individual capabilities and setting expectations for behaviors that support the company’s sales revenue strategy. The SMOSTM is designed to overlay existing sales processes and methodologies or support Selling Up’s interactive, skill-building workshops.
- **Systems Review:** Protect your investment in a great selling organization. Our unique quality assurance methodology ensures the continuous monitoring of systems and process adoption, regular review of all SMOSTM components and a strategy for effective communications that keeps all parts of the organization informed and aligned with the company’s sales revenue strategy.