

SALES REPRESENTATIVE

To be your local sales relay



FOR WHOM?

for companies wanting to be reactive and efficient for their sales actions.



CONTENT

INVENIO takes appointment with clients and promote the offer of your company as an export development manager or a sales engineer. All the important questions of a sales meeting are asked :

- | | |
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| 1/ need of the client | 5/ is there coming bids tenders or consultations |
| 2/ current suppliers | 6/ who shall be met in the company for a promotion of the products |
| 3/ how to become a new supplier | |
| 4/ Content is the decision process in the client's company | |



HOW

either from a list provided by you or from a list coming from the prospective mission (please refer to prospective mission), INVENIO takes appointments with the qualified interlocutors. Reports are sent to you and the results are detailed together with you during a meeting.

The mission can be short, for instance for 5 to 10 meetings ; or done all along a timeframe, for instance 50 meetings within 6 months. The meetings can also be done with you if you wish to be present.

M. Jean-Christophe Busnel

-  +33 7 87 64 97 55
-  skype : invenio_export
-  invenio@invenio-export.com
-  www.invenio-export.com

ADVANTAGE

the proximity of INVENIO with the clients increases the reactivity. No concerns about the language and the technical vocabulary. Sales representative mission is an easy way to identify quickly qualified prospects and get the natural attitude to exchange with your future clients!

AND AFTER THAT?

this phase enables to identify clients. INVENIO offers to support you for the commercial terms of the agreement. In order to identify more prospects, the sales representative mission can be done again as often as necessary.

DELAY

DEPENDING ON YOUR NEEDS

