



Mastering Technical Sales: Management Consulting

MTS-702 : Organizational Review and Assessment

Mastering the complex technical sale usually creates a correspondingly complex organizational structure to support that sale. If your company is experiencing any of the following then you may not be executing at maximum efficiency.

- A rapid expansion
- Making acquisitions
- Entering new markets
- Adding a new sales channel
- Splitting into multiple business units
- Creating overlay positions
- Building out a partner organization
- Rationalizing talent and headcount

Our team can perform a full review of your organizational structure, processes and touch points to determine your go-to-market readiness for both Sales and Sales Engineering. We map roles and responsibilities back into your sales methodology, check account and technology coverage ratios, examine overlay and compensation models to provide you with a recommendation for the optimal sales model.

