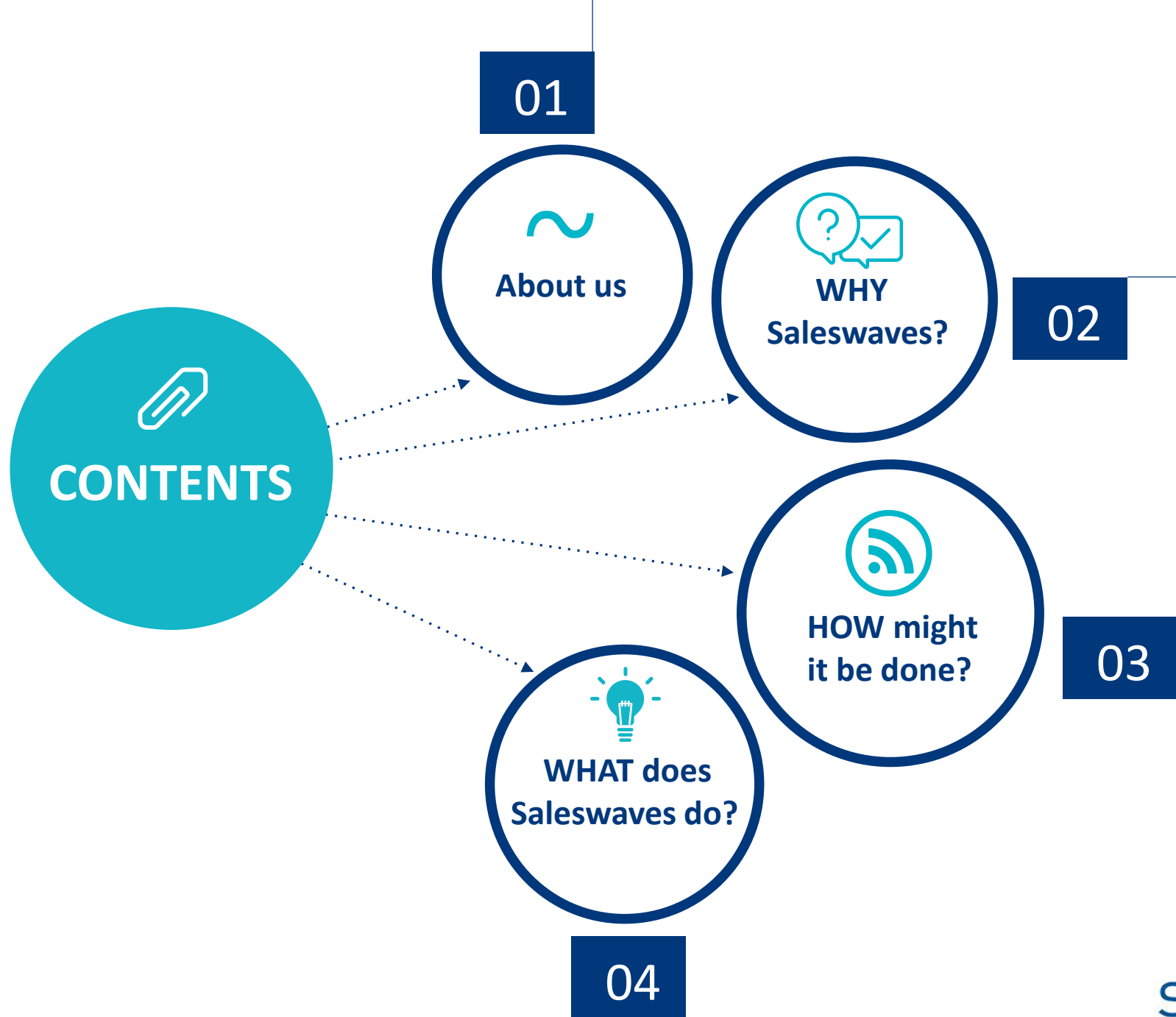


The logo for Saleswaves, featuring the word "saleswaves" in a dark blue, lowercase, sans-serif font. A light blue wavy line follows the end of the word "waves".

saleswaves~

A Sales Operations Management Business



About Us

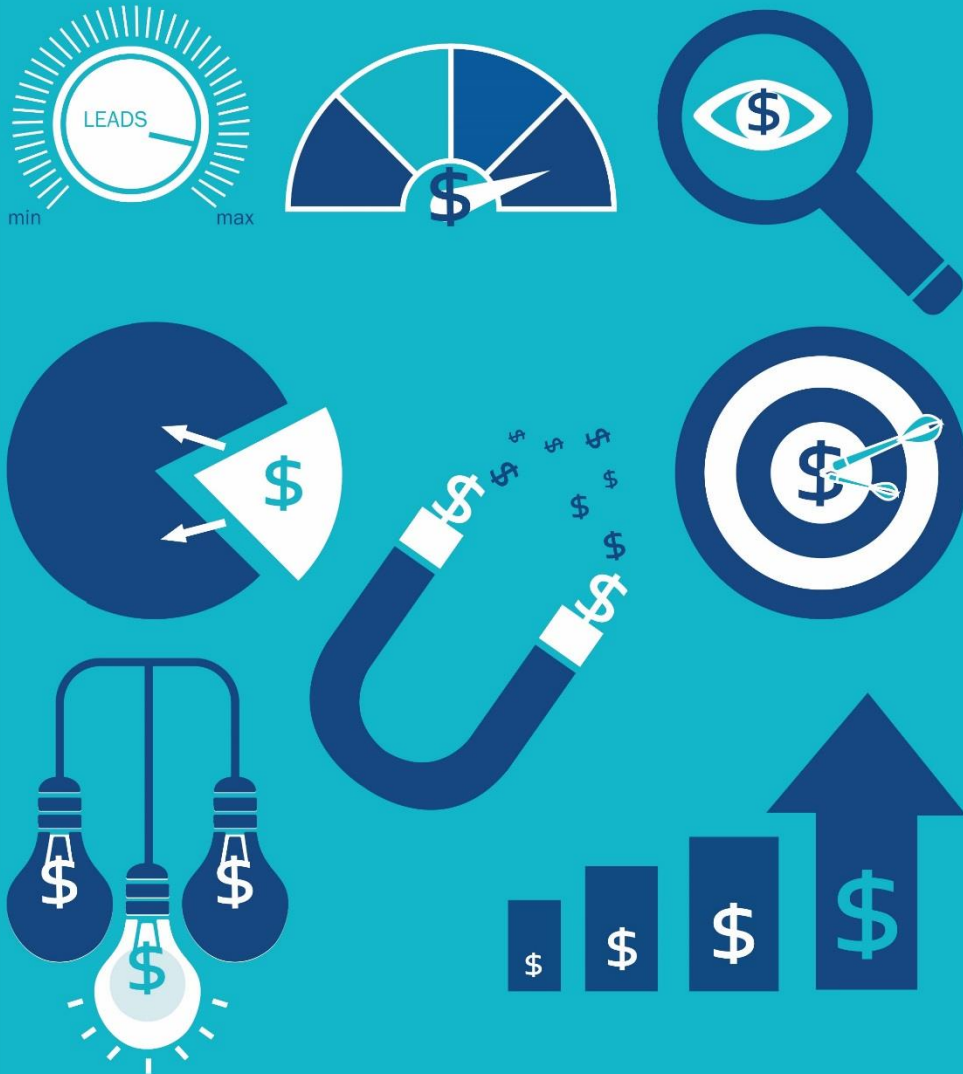
Saleswaves is a Sales Operations Management Business that aims to increase Profitability, Forecast Accuracy, Market Visibility, Market Share and way more with those specific businesses (B2B and B2C) that are eligible to work with.

At **Saleswaves** we bring various International and Multi-National Sales and Business Management knowledge, skills, tools and experience from different industries in the market.

Saleswaves is a *Microsoft* Reseller and is also a registered supplier on *SAP Ariba Network*.



Why Saleswaves?



To Increase:

- Market **Visibility**
- Market **Share**
- Lead **Generation**
- Lead **Consumption**
- Sales **Performance**
- Forecast **Accuracy**
- **Profitability**
- and more...

HOW might it be done?

SUBSCRIBE~



Saleswaves developed a **Sales Operations as a Service (SOaaS)** model to be used and customized according to specific needs for those customers who are eligible to work with.

WHAT does Saleswaves do?

- Business Intelligence Dashboards (BI)
- Sales Operations
- Data, Lead and Opportunity Management
- Account Planning
- Customer Focus Selling
- Net Promoter Score
- Lean Management
- Problem Solving
- Daily Management
- and more...



WHAT does Saleswaves do?

~ Business Intelligence Dashboards



Business Intelligence (BI) Dashboards as one might say, is a visual and numeric presentation of data (infographics) that helps various businesses and organizations transform this data into actionable insights.

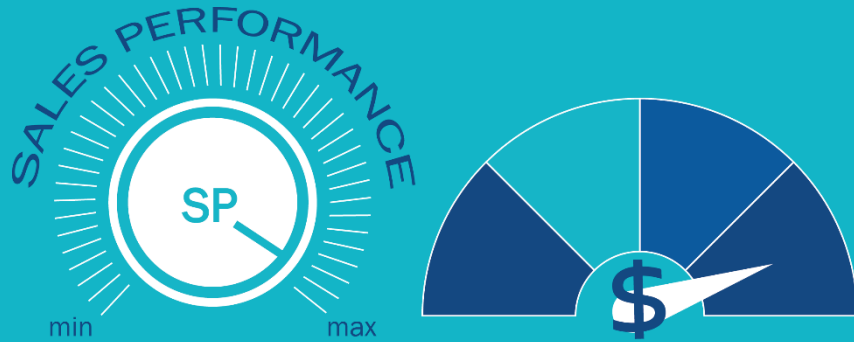
Better Decision Making is one of the main purposes of BI Dashboards.

Saleswaves has performed many BI Dashboard Projects in the following sectors:

- Government/Public Sector
- Private
 - Industrial
 - Production
 - Manufacturing
 - Pharmaceutical

WHAT does Saleswaves do?

~ Sales Operations



Sales Operations as one might say, is usually designed to drive operational processes in sales management and accelerate business performance through specific program management tools along with some scientific techniques.

Saleswaves offers the following Sales Operations Tactics and Methodologies:

- Analytics (Various Logics using Excel Reports, Power BI, QlikView and other related tools)
- Lead Generation and Consumption
- Processes/Systems (e.g. Specific Opportunity Sales Stages split and CRM/ERP Tools)
- Salesforce Sizing and Design
- Reviews (Agendas and Meetings suggestions/updates)
- Commission Program(s) suggestions/updates

WHAT does Saleswaves do?

~ Data, Lead and Opportunity Management



Many Sales Organizations gather **DATA** from different sources. One source being the Sales Team.

This **DATA** to be analyzed and specific action items might be reached.

Some action Items might be referred to as **LEADS**.

These **LEADS** usually are given to the Sales Teams to be consumed. By consumption we mean converting them into **OPPORTUNITIES**.

However these Leads and Opportunities are also considered to be data and some are to be analysed and monitored in specific ways to aim for closure.

WHAT does Saleswaves do?

~ Account Planning

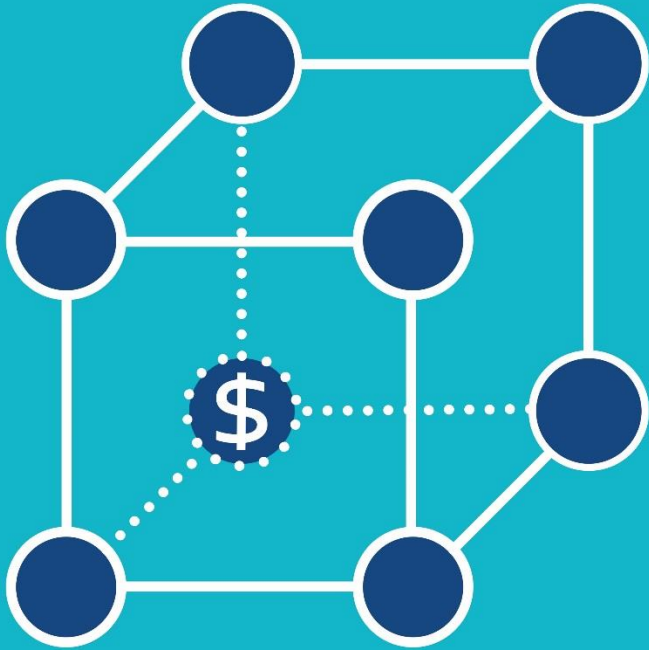


Account Planning as one might say, is the process of building and updating specific information and strategies about specific Accounts (Clients/Customers) and Competitors to plan to win business and sustain the business relationship with these specific accounts.

Account Planning is usually done in a joint format. i.e. with the Customer sign off.

WHAT does Saleswaves do?

~ Customer Focus Selling

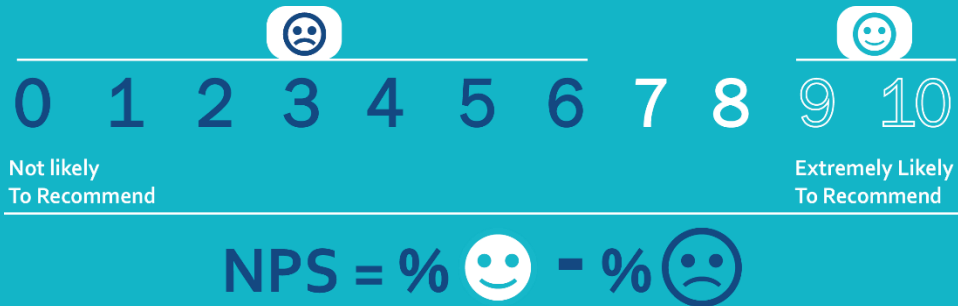


Customer Focus Selling as one might say, is the process of working with the customer to visualize and realize specific needs (that are applicable) from their (the customer's) perspective in order to reach an expected agreed upon outcome(s) to complete the sale.

There are various tools and techniques for Customer Focus Selling.

WHAT does Saleswaves do?

~ Net Promoter Score



Net Promoter Score as one might say, is a tool that is used to scale the willingness of a set of customers to promote a company's product(s) or service(s).

WHAT does Saleswaves do?

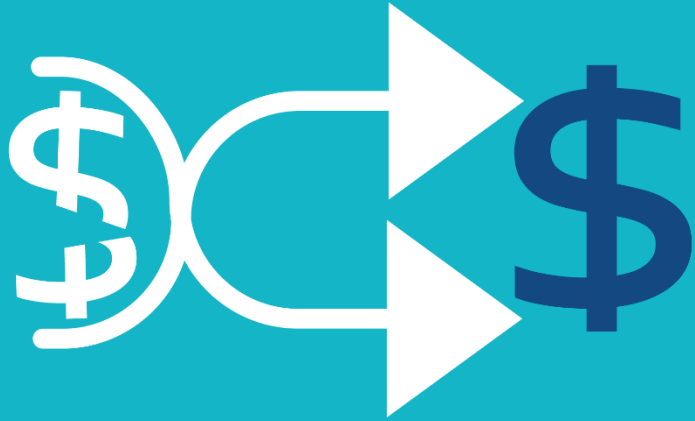
~ Lean Management



Lean Management as one might say, is a process/method of continuously changing and updating specific work processes (some context refer to it as removing waste) without modifying the end result of that process.

WHAT does Saleswaves do?

~ Problem Solving



Problem Solving as one might say is a process of detailed methods and tools to tackle specific business problems and plan to reach potential countermeasure(s).

WHAT does Saleswaves do?

~ Daily Management



Daily Management as one might say, is a method/system where directors or direct business process owners manage specific departments and processes where as these processes are presented in what is called the SMART Methodology tool.

One of many different aspects is that the management is to be done on a day-to-day basis.

saleswaves~

www.saleswaves.com

