

WE SOLVE SALES PROBLEMS FOR THE SECURITY INDUSTRY.

PROBLEMS WE SOLVE

- Long sales cycles
- Bloated pipelines that are not predictive
- Unsatisfactory lead generating activity
- Lack of sales urgency
- Difficulty hiring the right sales talent
- RMR not growing as fast as desired

EXAMPLES OF SERVICES WE OFFER

- Sales organization upside analysis
- Sales training and sales leadership coaching
 - Team holistic approach
 - Self-help tools and resources for motivated individuals
- Sales talent acquisition effectiveness
- Sales playbooks and onboarding programs

RESULTS

139%

sales increase in 10 months of working together

522%

increase in year over year RMR sales with 50% fewer salespeople

339%

increase in average RMR per new hire in first month

“Braveheart has been a huge factor in our growth and success over the past three years. Braveheart’s tools are so precise in helping us hire effectively, and their programs help me lead and coach my team more efficiently.”



WE SOLVE SALES PROBLEMS.

SERVICE OFFERINGS

Specializing in transforming underperforming sales teams to overachievers, Braveheart equips teams and individuals to generate more revenue at higher profit. We excel at growing sales, changing sales behavior, creating a repeatable sales process, and upgrading the sales team. The result – our clients' businesses can grow to their full potential. Below is a summary list of the various services we provide clients to improve sales growth.

Sales Team Training and Development

Customized programming for the sales team and the individuals on the team to achieve their maximum effectiveness

SecuritySalesPro™

Subscription based program for individual security salespeople and security sales leaders - designed for self-motivated individuals that want resources specific to selling in the industry but do not require customized services and programs

Sales Leadership Coaching and Development

1v1 coaching to help sales managers grow into true sales leaders

Sales Talent Acquisition Effectiveness Improvement

Eliminate wasted time and money interviewing and hiring the wrong sales talent and instead use a proven process to predict success

Sales Playbook and Sales Leadership Playbook Creation

Create repeatable sales process and language and document in an easy to share format to produce results

Sales Onboarding Program Creation

Establish an effective and efficient sales onboarding program to help ramp up new hires more quickly

“We hired Braveheart Sales Performance, and immediately began having better conversations with our clients. We are not wasting time with prospects who won't buy and are able to uncover the real reasons why they buy. We are becoming problem solvers for our clients rather than product sellers, and I can see that this will have significant impact on our sales and our bottom line. The sales team is re-energized and their calling activity has improved. I would highly recommend Braveheart Sales for any company desiring a world class sales organization.”