



At AscendGB we will work with you to design and implement your new/reorganized sales organization by taking a structured approach based on the bullets below. When you engage with us, we will take a personalized deep dive into each of these categories as we develop the perfect organization for your goals.

- Define Your Sales Goals and Objectives
- Sales Strategy
- Organizational Structure
- Sales Processes
- Sales Technology
- Sales Training and Development
- Compensation and Incentives
- Sales Metrics and KPIs
- Recruiting and Onboarding
- Sales Culture
- Launch and Monitor
- Marketing and Sales Alignment
- Customer Feedback
- Scaling and Growth

Remember that launching a new sales organization is an ongoing process; flexibility is necessary to meet changes in the market and your business needs. Collaboration and effective communication with your team will be key to its success.