

WHAT WOULD BE THE IMPACT FOR YOUR ORGANIZATION OF HAVING ACTIONABLE CUSTOMER INSIGHTS?



Who is SOAR Performance Group?

SOAR is a customer focused sales consultancy headquartered in Atlanta, GA that applies an analytic and fact based approach to sales performance improvement. Our customer success is achieved on a global basis through a custom process of insights, consulting and training centered around a comprehensive understanding and connection to each client's business. We call this unique approach Sales Capital Management.

Imagine increasing your organization's revenue by \$23 million over 60 days. Customers using SOAR Performance Group's approach to Sales Analytics have experienced this type of result by turning data into insights and insights into meaningful activities that drive sales. The first step in our approach is to use the GAP Diagnostic™ to analyze both your internal data and customer data. The diagnostic then identifies your organizations biggest opportunities for:

- Growth in Existing Accounts
- Acquisition of New Accounts
- Profitability Improvements

Based on the insights that the GAP Diagnostic™ provides, we then align the organization around the specific actions that can be taken to capture these opportunities through our Sales Strategy Workshop and document the specific activities necessary to capture these opportunities at the executive, manager and rep level through our Sales Performance Roadmap. This process enables our customers to move from insight to action and action to breakthrough



Value Delivered For:



Client Successes:

- \$23 million increase in revenue over 60 days

What is Sales Capital Management?

A method that aligns your sales team, sales talent and customer engagement approach to drive profitable growth within your target customers.



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