

Supporting Your Team from Inside Out

Panelists



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Supporting Your Team from Inside Out

- ❑ “Inside Sales” Models
 - ❑ Definition?
 - ❑ Past
 - ❑ Present
 - ❑ **Future**

Supporting Your Team from Inside Out

Sales Process Roles/Expectations

Demand Identification

Roles & Expectations
MFG – DST - REP

Demand Fulfillment

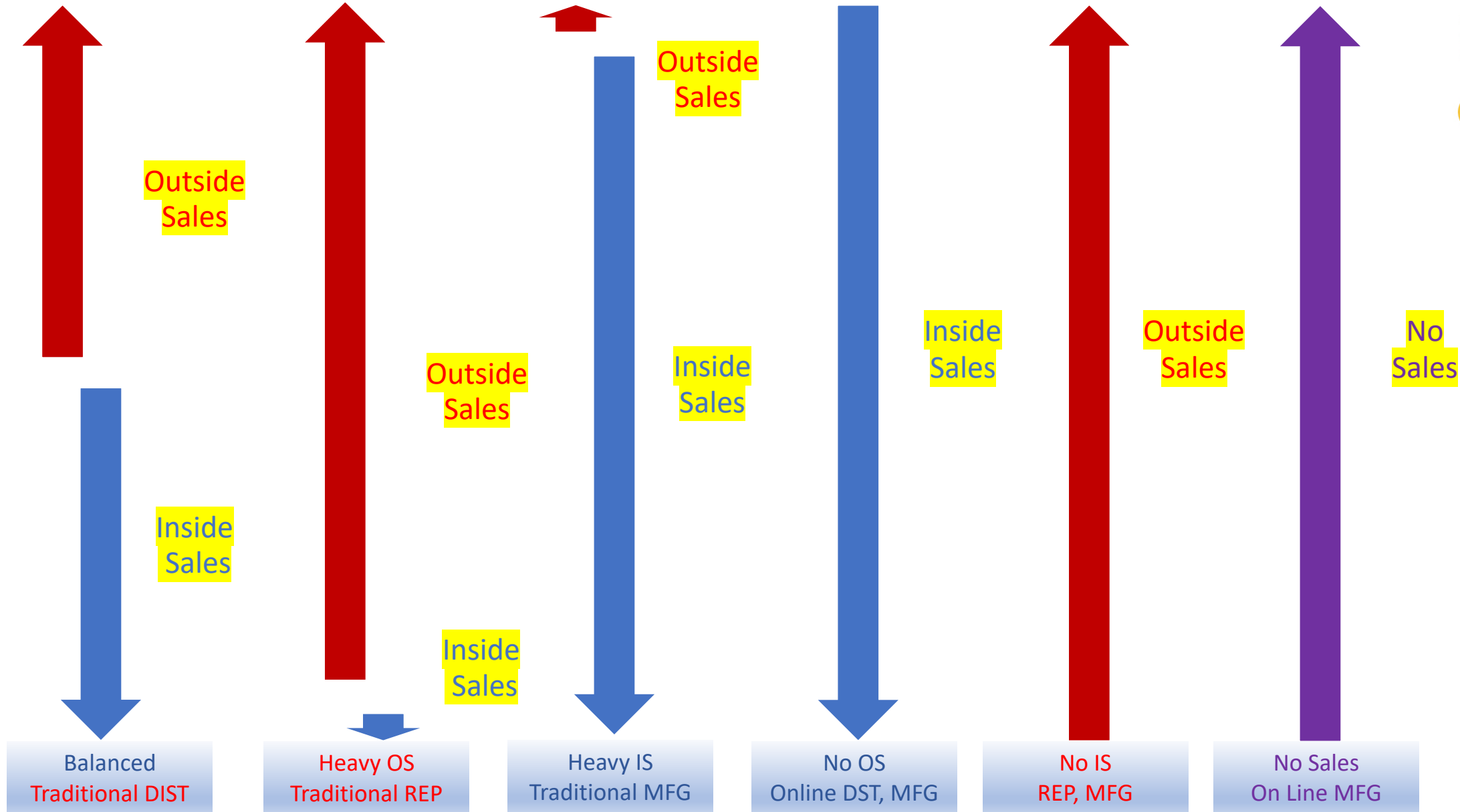
Roles & Expectations
MFG – DST - REP

Demand Creation

Roles & Expectations
MFG – DST - REP



Scalable Models for MFG, DIST, and MREP



Supporting Your Team from Inside Out

Best Practices

- ☐ Leads
- ☐ Requests for Quote
- ☐ Technical Support
- ☐ Field Sales Support
- ☐ Expedites
- ☐ Channel Support
 - ☐ Manufacturer to Rep & Distributor
 - ☐ Rep to Distributor & Manufacturer
 - ☐ Distributor to Manufacturer & Rep

Questions?
Comments?

Take Aways

What are you going home with?



Thank You!