



Building Experts in the Art & Science of Sales!

Company Presentation

www.smc-salesdev.com



Problem Statement

- Are you an innovative tech B2B start-up/SME who wants to grow your business?
- Do you want to build a high performing sales team?
- Looking to increase the performance of your sales team?
- Interested in expanding your product into international markets?
- Need assistance to create an effective Go-To-Market Strategy?
- Looking for a hands-on consultant who could assist you not only to create but also implement a sustainable sales strategy?

We are Passionate about Sales!

Beliefs - At SMC we believe that sales is all about helping people, so the goal of every organization should be to sell a great customer experience.

Mission - Our mission is to empower our clients to develop and sustain winning sales teams.

Vision - Our vision is greatly enhanced profitability for all our clients.



About SMC Ltd

- SMC Ltd is a Sales Development Organisation.
- We specialise in the Building & Development of High Performing, Multicultural Sales Teams & Sustainable Organisational Systems!
- Working with SaaS Start-ups and SME's, we build tailor-made sales (including pre-sales & after-sales) teams and organisational systems for our customers.



Methodology

- After carefully analysing the product, the organisation, the leaderships styles and the current team, we are able to construct a sales organisational system which will not only thrive in either an in-house, hybrid or remote environment but is also scalable, sustainable, and guaranteed to increase revenue!
- Working with our customers from product conceptualisation to the management of customer feedback after a product/service has been delivered, we empower our clients with the relevant knowledge, skills, structure, resources, tools and equipment required to be successful, by transforming their organisation into one which excels in the provision of customer excellence!

Area of Expertise

Team Building

Recruitment to On-Boarding

Team Development

Process Optimisation to Staff Development Systems

Performance Optimisation

Team Structure to Performance Management Systems

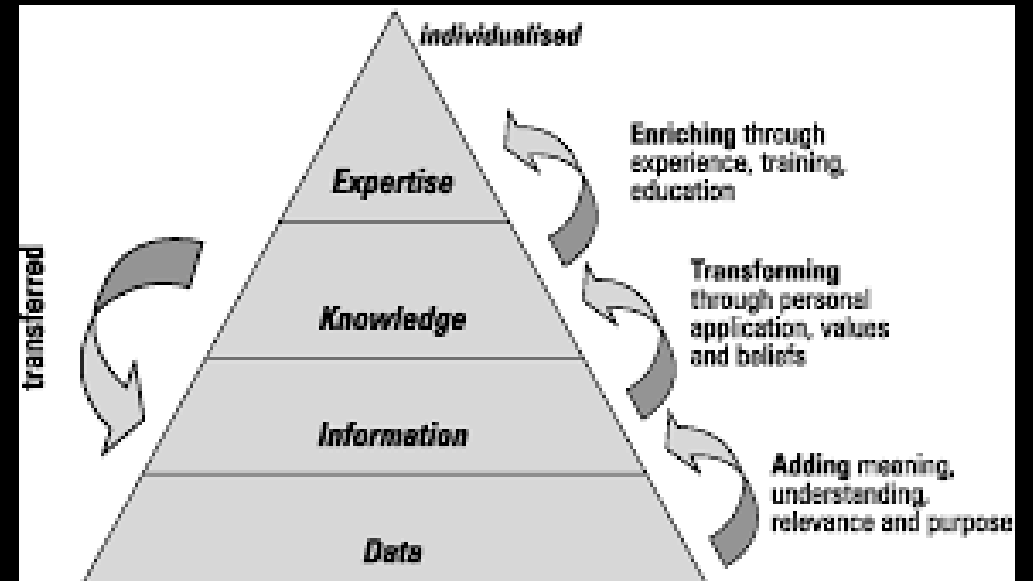
Sales Training

Product, Tools & Techniques, Motivational Training

Sales Enablement

Streamlining Marketing, Sales & Customer Services Activities to Optimise Sales Operations

GTM Strategic Planning & Implementation





Guaranteed Return on Investment within a
3-month period!

eKomi GmbH

Berlin: 2012-2014



Christian Driller – VP Inside Sales Operations

- I was blessed to have Leon in my team during my starting phase at eKomi.
- He is forward thinking, reliable and goal oriented, always aiming for the most effective approach.
- Thanks to his sales and training background he was a key factor in evaluating, recruiting and training our new sales representatives.
- If you are looking for a dedicated, skilled and creative professional - look no further.

Conference Link Holdings Namibia: 2014



Marelise Serfontein - CEO

- Conference Link Holdings was very fortunate to have Leon with us in Namibia in order to deliver his IPEP training programme.
- His energy, enthusiasm and training infected the organisation like a virus, rapidly improving performance, confidence and motivational levels.
- Leon is a dynamic out of the box thinker and an absolute pleasure to work with and I would highly recommend him to any organisation.

IoT Analytics GmbH

Hamburg: 2018-2020



John Fryer – Director Industry Solutions

- If you are looking for someone to build your sales channels and help position your company in the market, Leon would be an excellent choice.
- I had the pleasure of developing a relationship with Leon when he was Head of Sales at IoT Analytics.
- Stratus Technologies was an early customer and Leon transitioned IoT Analytics from a pure consultancy organization to a more product based analyst firm.
- Leon was always very responsive and excellent about scheduling regular reviews to share any updates, but he was also very keen to get feedback about what was working, what could be improved and on soliciting any ideas on what we might like to see IoT Analytics cover.
- This was very much a consultative relationship rather than a straight vendor-customer relationship, but Leon was very adept at proposing the right solution for Stratus along with alternative options.

Sales Revival Conference Virtual: 2021



Karim Mustaghni – Founder & Head of
Creativity

- What is there to say about Leon? Let me put it in a nutshell.
- He is one of the kindest human beings out there, understanding how to treat others with respect and work with you to deliver great results.
- When preparing for my keynote speech for the Sales Revival Conferences 2021, which is organized by Leon and his team, Leon gave me very accurate & valuable insights about the audience and my content in order to deliver a unique speech.
- He has connected me over the years with wonderful people from his network, who have been pure blessings and who mirror Leon's unique character of a giver and deliverer.

Interested in Learning More?

- Website: www.smc-salesdev.com
- LinkedIn: <https://www.linkedin.com/company/service-management-consultancy-ltd/?viewAsMember=true>
- Facebook: <https://www.facebook.com/smclimited>
- Email: info@smc-salesdev.com

Offer: 25% discount up until 31st March 2022

- Please Quote “Black Friday – Winter 2021” to claim your discount