

Introducing

IPEP

Premium

Intense Performance Enhancement
Program





Our Story



Due to the success of the IPEP's predecessor, Teams 2 Order (T2O), SMC's brand & reputation increased exponentially within a very short period through word of mouth marketing.

In 2014, SMC received their first request to improve the performance of an existing sales team. It quickly became apparent that the existing T2O service, whilst great for the development of new sales teams, did not correctly address the challenges facing existing sales teams.

Refused to be beaten, the current SMC Directors, analysed the needs of the market & their customers and designed IPEP version 1.0.

Over the last decade, we have continuously perfected our model, incorporating research on cultural diversity to help our clients win customers around the world.

With the emergence of Covid-19, we further enhanced our programme by partnering with other experts in the field to refine our processes and equip successful candidates with the skills, motivation and self-discipline they need to perform in hybrid working environments without the constant support of an office-based team.

We are now proud to present IPEP Premium, a service which supplies our clients with tailor-made organisational systems and high performing sales teams who are fully-equipped to excel in this ever-changing world!



Taking training to...

Our multi-layered programme develops the necessary skills and knowledge for success in sales, marketing and account management, as well as the intrinsic motivation and discipline that are needed to thrive and deliver in hybrid working environments.

IPEP Basic

(~4 Month Program)

- ❖ Sales Process Optimization
- ❖ Creation of a Sales Playbook
- ❖ Rollout of new Sales Training Program

IPEP Advanced

(~5 Month Program)

- ❖ Talent Assessment & Realignment
- ❖ Skill Assessment & PDP Creation
- ❖ Motivational Training
- ❖ Sales Activity Boost

IPEP Premium

(~6 Month Program)

Optimization/Development within the following areas:

- GTM Strategy
- 121 Sales Leadership
- 121 Sales Employees
- Key Performance Indicators
- Motivation & Incentivization

...a whole new level!



The D₃ Model

D₁ DISCOVER

During this assessment phase, a Senior SMC Consultant will work full time on your account until we complete a full sales cycle, from prospecting to customer implementation



D₂ DEVELOP

As we progress through the various stages of your sales cycle, we will test a variety of proven techniques, the purpose being to define the most optimum method to sell your product/solution.

D₃ DELIVER

Here we will rollout the newly designed sales process to the team as well as rewrite your sales playbook!



Benefits

We take on all the heavy lifting...
...whilst you sit back and reap all the benefits!



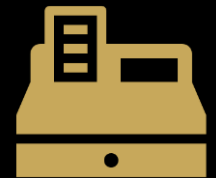
Increase Productivity



Improve Motivation



Quality Assurance



Increased Revenue

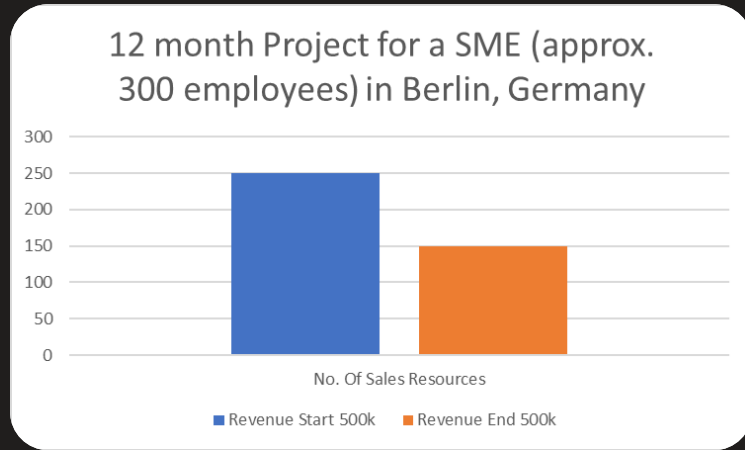


OUR PROMISE:

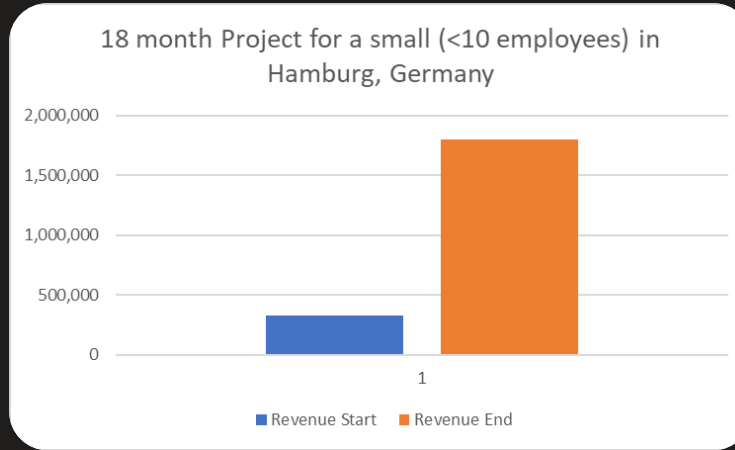
- Shorten Sales Cycle
- Increase Employee Motivation
- Increase Productivity
- Optimise Processes

Our results speak for themselves!

Reduced costs by 30%

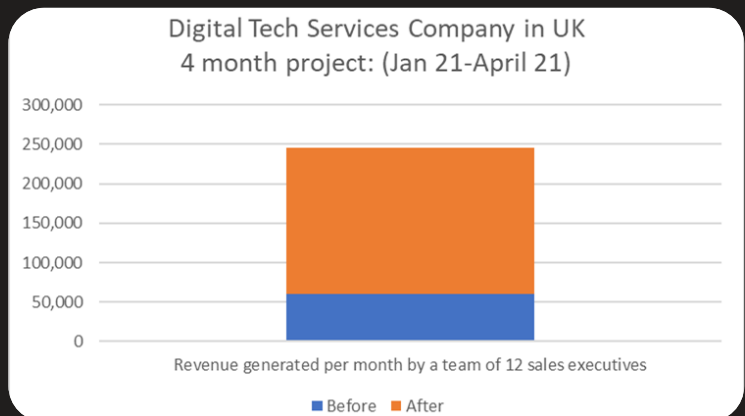


Increased revenue by 600%

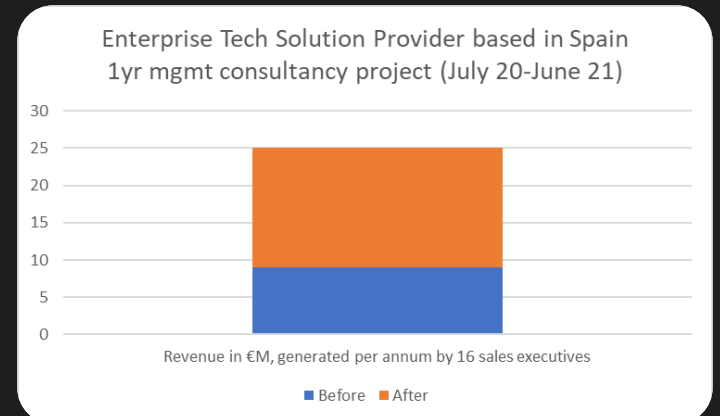


Did you know
a great salesperson can
generate in excess of
10 times
their annual salary
package?

Increased revenue by 500%



Increased revenue by 300%



Increased revenue by >900%





Marelise Serfontein

CEO, Conference Link Holdings Namibia

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.

Client Testimonial

Our Customers

