

Introducing

T20

Premium

Tailor-Made Hybrid Sales Teams 2 Order!





Our Story



The Teams 2 Order journey began in 2012 as a response to the under-served needs of start-ups and SMEs. These companies faced a frustrating choice: pay excessive fees for recruitment services or opt for outsourced sales with poor client service. What was needed was an ethical alternative with high service standards that would achieve a real return on investment.

So, driven by a passion for sales and people development, SMC started piloting the Teams 2 Order approach - developing bespoke sales resources for clients wishing to penetrate the international market. Through individual candidate selection, expert training and hands-on coaching within the company setting, we were able to achieve startling results - saving our clients around 30% of the cost of sales and increasing their revenue by 300-900%.

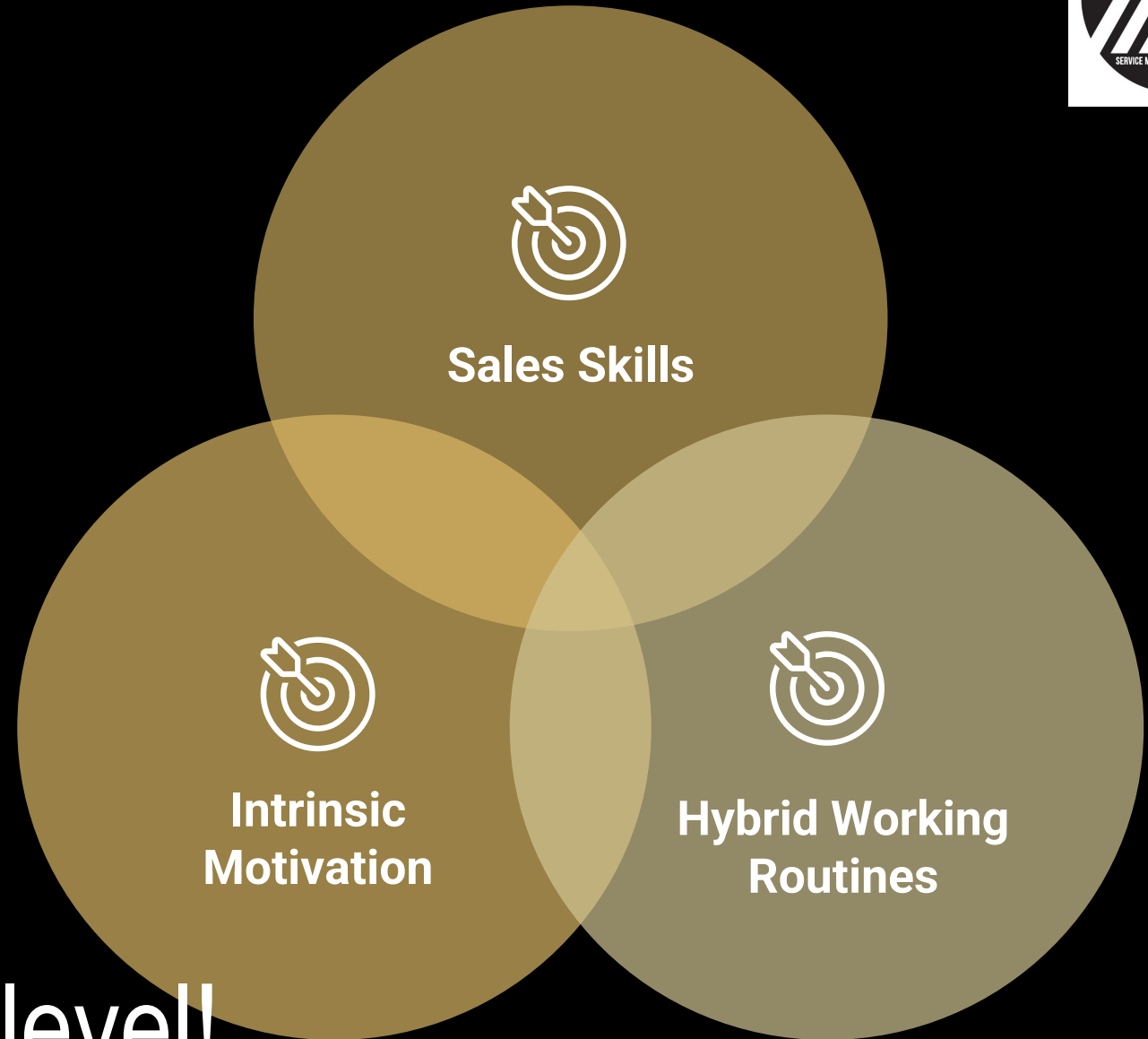
Over the last decade, we have continuously perfected our model, incorporating research on cultural diversity to help our clients win customers around the world.

With the emergence of Covid-19, we further enhanced our programme by partnering with other experts in the field to refine our selection 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 T2O Premium, a service which supplies our clients with tailor-made high performing hybrid 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.



...a whole new level!



The D₃ Model

D₁ DISCOVER

Assessments:

- Advanced English & German Language
- General Sales/Business Knowledge

Candidates start selling for you in Week 4



D₂ DEVELOP

12-month programme:

- 2-Week Bootcamp
- Product Training
- On-the-Job Coaching
- Hybrid Working Schedule

D₃ DELIVER

- Customer Integration



Benefits

We take the risks, you reap the benefits



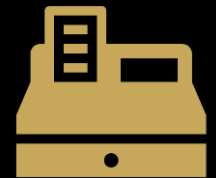
Reduced Costs



Reduced Risks



Quality Assurance



Increased Revenue



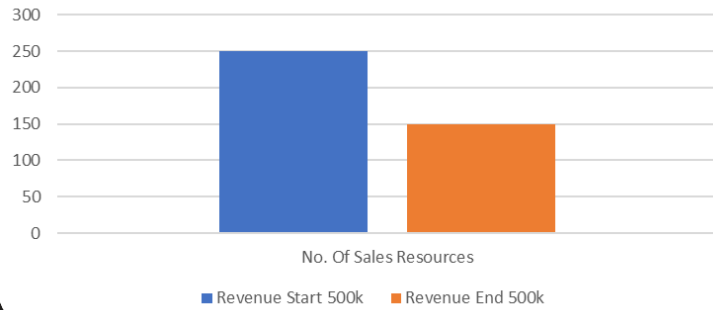
OUR PROMISE:

We endeavor to ensure that all resources are paying for themselves by the end of Month 4

Our results speak for themselves!

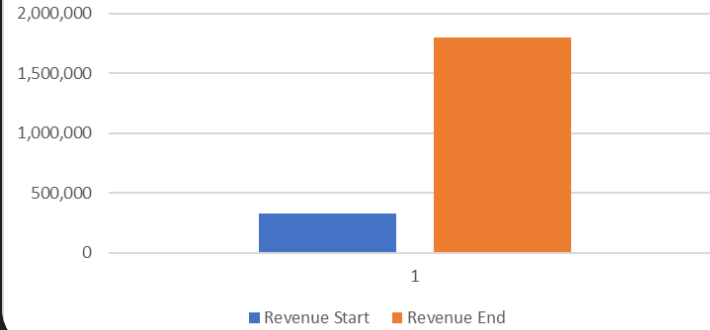
Reduced costs by 30%

12 month Project for a SME (approx. 300 employees) in Berlin, Germany



Increased revenue by 600%

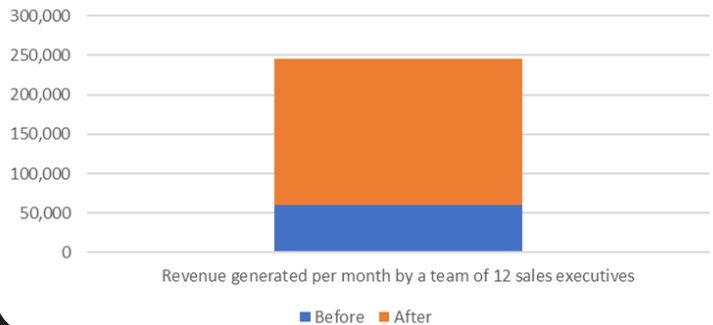
18 month Project for a small (<10 employees) in Hamburg, Germany



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

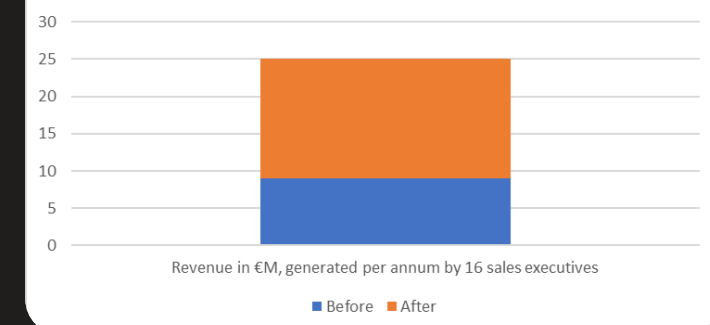
Increased revenue by 500%

Digital Tech Services Company in UK
4 month project: (Jan 21-April 21)



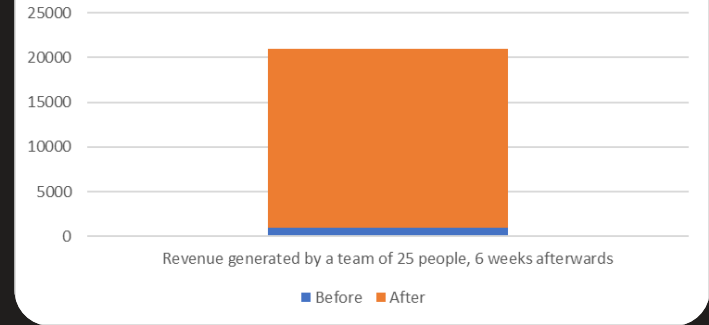
Increased revenue by 300%

Enterprise Tech Solution Provider based in Spain
1yr mgmt consultancy project (July 20-June 21)



Increased revenue by >900%

Hospitality Organisation based in Germany
2 day mgmt consultancy (5 people) - April 20





Client Testimonial

Christian Driller

VP Inside Sales Operations, eKomi GmbH
Berlin

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.

Our Customers





Interested in learning more?



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