



**Integrow
Sales Solutions**



Pitching Your Product to Your Ideal Retailer Workshop



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Create a compelling sales deck & presentation that will get that all important conversation started with your ideal retail partner.

Getting your foot in the door of your targeted retail partner is among the most challenging part of the sales process.

Your buyers are incredibly busy and get lots of inquiries from your competition, so how do you make sure your products stand out to get that elusive meeting?

Join me for this half day masterclass to discover how to put together a sales presentation that gets the attention of your buyer as well as developing the tools and techniques to get you that coveted meeting with him or her.



In this session you will learn how to:



Develop messaging that resonates with your buyer



Structure the presentation that will get their attention and interest



Make the approach and follow ups to get that coveted meeting



Develop the tools & resources to prepare you for the meeting to give you the best chance of success

These skills will provide you with both a template for future conversations with other desired retail partners as well as clarity on your audience to support your overall sales & marketing initiatives.



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**The proven tools and techniques covered in
the session have successfully initiated
conversations with the following companies:**



BROMPTON

**Spaces per session limited to ensure full focus
and attention can be provided so that you get
the most value from the session.**



Who is this for?

The session has been designed for owners, founders & co-founders of relatively young product businesses that have been successful selling via B2C channels like Amazon but are now looking to sell into retailers and other B2B channels.

They have evidence of traction through their B2C success but they don't fully understand what their buyers are looking for.

This interactive workshop is designed to help them:

- Put together a sales deck & presentation that will get the buyer's attention,**
- Develop their outreach approach and**
- Provide guidance on following up to make the sale.**



How will the session be delivered?

- **The class is run over zoom where you will be participating as well as learning from your facilitator Sian Thomas**
- **The session is designed to engage and encourage interaction where you'll discover, learn and implement the ideas**
- **Break outs will be allocated during the session to enable you to scope out the principles in context of your product**
- **Workbooks are included, along with resources to enable you to fine tune your sales deck after the session**
- **Complimentary review and feedback of your presentation is provided after the session**

Get all this for £147 + VAT



Previous Clients have said



**Chris Dobbing, CEO
Cambridge Mask Company**

"Sian worked with Cambridge Mask Co for several years as a key part of our hectic B2B sales team. She has an incredible tenacity - politely yet firmly getting engagement from prospects and closing them.

She on-boarded Cycle Surgery as well as many other international distribution partners from all over the world. She also initiated a conversation with global brand Brompton Bikes.

Our investment in her services generated returns in excess of 10x for the business. Highly recommended."

**Phil Bridgeman, Head of Memberships
Business West**



"I needed to ensure I had a clear and straight forward sales plan for a new campaign that my team could implement including ongoing monitoring and evaluation of results and method.

We initially discussed in brief over the phone and agreed it would be best to meet to talk through the detail.

As always Sian was able to quickly identify the key objectives and work with me to create a top to toe plan to coordinate the campaign to success. Much appreciated!"



Why work with me?

- 10X Return of Investment based on Customer Life Time Value
 - Passion for Product Innovations
 - Invested in long term outcomes
- Multi sector experience gained for 20 years+ in sales
- Tried & tested methodologies with the added support you would expect from a Hubspot Partner
- Driven by purpose & doing the right thing in business

So what are you waiting for? Let's get started

Contact me:

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We are in this together!!