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Sales Management And Business Development Rick Dean

With over 25 years experience in Sales, Sales Management and Marketing with Fortune 500 Companies to Start-Ups, R.W. Dean and Associates can help you with all Channels of Distribution - office products, computer hardware, imaging equipment and supplies, printing, and consumer products whether you have a sales team from 10 to over 100 reps.

The major role of this company is as “Facilitator” or “Outsourced Executive.” By partnering with small to mid-sized businesses R.W. Dean is able to assist a sales organization in terms of performance and productivity, help the company expand its base of customers and develop new business. They start the seven-step process with a “Discovery Meeting,” and ask these key questions:

- Who are you?
- What do you do?
- Why do you do what you do?
- How do you do what you do?
- Who have you done it for?
- What makes you different?
- Why should I do business with you?

R.W. Dean & Associates recommends the following:

- Discovery Meeting
- Proposal
- Implementation Planning
- Company Kickoff
- Program Execution
- Wrap-up & Final Report
- Follow-up

By utilizing the expertise of RW Dean & Assoc., your company, over time, will realize the following results:

- Increased sales
- More new customers and qualified prospects
- Increased sales force productivity
- Stronger sense of accountability
- More accurate forecasting
- Higher motivation & morale
- Improved communications
- Less turnover

Isn't it time YOU called Rick?



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