

NIGEL GREEN



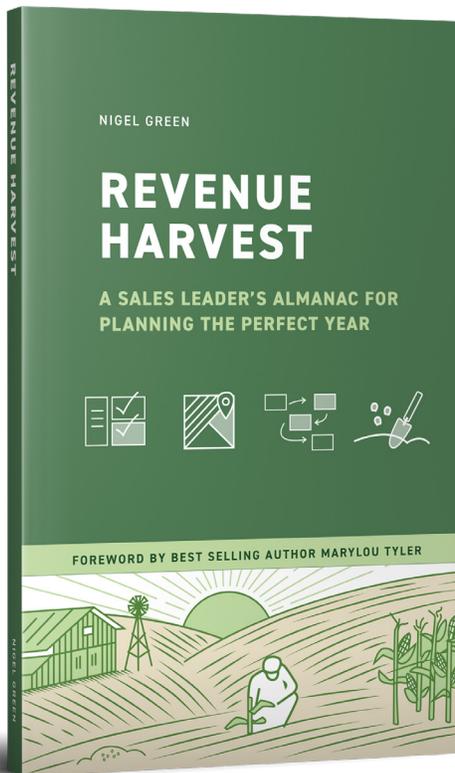
ABOUT

An independent consultant committed to building best-in-class sales teams and the author of *Revenue Harvest*

As featured in:

As an executive, Nigel has more than 15 years of experience leading sales and marketing for Fortune 500 companies, mid-market companies, and start-ups. He is the author of *Revenue Harvest: A Sales Leader's Almanac for Planning the Perfect Year*. His insights have been featured in Business Insider, Thrive Global and Inc. Magazine. If you want to improve your sales team, Nigel coaches sales leaders and delivers keynote speeches and workshops to high-performing sales teams and leaders.





REVENUE HARVEST

by Nigel Green

Timeless principles to teach you how to improve sales team performance. ***In Revenue Harvest, you'll learn a proven system that once implemented will help you build and lead a winning sales team year in, and year out.***

A B O U T

Sales leaders with aggressive sales targets can't leave their sales strategy up to spontaneous market shifts and quick-fix technology. Instant solutions seem to be everything today, but it's hard to know if that's really what produces long-term success for sales teams. What you need is a proven, time-tested method you can rely on to create sustained sales growth, regardless of circumstances. In the same way a farmer tends the land to produce a crop, a sales leader works the market to produce results. The quality of the crop determines the success of the farm just like the quality of a sales team's work determines the success of the sales leader. With the wisdom shared in *Revenue Harvest: A Sales Leader's Almanac for Planning the Perfect Year* you'll learn a proven system that once implemented will help you build and lead a winning sales team year in, and year out.

What expert say:

"If you want predictable sales team performance then this book is for you."

— MaryLou Tyler Best Selling Author of *Predictable Revenue*, Founder – Predictable EDU

"If you want to increase sales, you need an operation cadence that takes time into account. If you are not planting seeds in springtime, there will be no harvest come fall. Read Nigel's *Revenue Harvest*, increase your yield, and go from strength to strength each season!"

— Anthony Iannarino, best selling author of *The Lost Art of Closing* and *Eat Their Lunch*

"In this book you'll learn simple principles that will make you a better sales leader, regardless of the stage of your business. Nigel's approach to sales leadership is timeless, and it works."

— Doug Hudson, Founding CEO of SmileDirectClub and Founder and CEO of Tend

"Professional sales is about disciplined execution. Whether you're a sales leader, executive, or investor, *Revenue Harvest* will show you how to consistently hit sales targets regardless of market circumstances."

— David Brock, author of *Sales Manager Survival Guide*



NIGEL GREEN

Coaching Offering

Today's sales managers may know how to sell, but most don't know how to develop their team, manage executive expectations, and consistently deliver results that meet or exceed sales targets. It's essential for sales leaders to align the sales team with the business strategy. Nigel's sales leadership coaching curriculum is designed to bridge the gap between theory and practicality so that you can start achieving sales goals on a consistent basis.

Channel the experience of a proven sales leader and:

- **Quickly turn underperforming teams into consistent achievers**
- **Recruit and retain top sales talent by developing your own training and development program**
- **Confidently manage your executive team's expectations**
- **Anticipate adversity, manage difficult situations and build a culture of excellence**
- **Shift your identity from "sales manager" to "executive leader of sales"**

Sales Team Review Offering

The Sales Team Review, is a one-day workshop for B2B sales teams wanting an objective, candid assessment of their team and sales strategy (regardless of size)...and then specific recommendations to go forward with their business.

Working with 250+ sales & marketing professionals and leaders has enabled me to know right where to dig in, how to interpret your data, and what it means in the context of your industry and business. I'll leave you with a clear picture of where your team is now, where it should be, and how to get there.

An expert on:

- **Go-to-Market Strategy
Sales Team Assessment and Strategy**
- **Sales Team Size, Design and Structure**
- **Recruiting, Hiring and Training Process**
- **Culture, Productivity, and Compensation
Effective Planning,**
- **Goal & Objective Setting and Forecasting**
- **Successful Sales Enablement, Technology and CRM Design & Implementation**
- **Performance Management and Reporting**

**SCHEDULE A CALL
WITH NIGEL**