

CONTRACT CLOSING IN B2B SALES

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: A DEAL IS CLOSED WHEN THE CONTRACT IS SIGNED

I drive every deal through to contract signing and payment. I don't stop at a "verbal agreement" or "agreement in principle" — I work until the document is signed, the invoice is issued, and the money is in the account. I control the entire process: from terms alignment to legal revisions, from approval to signing. I log every stage in CRM with deadlines. In parallel, I resolve final objections and prevent deals from "freezing" at the final stage.

2. WHAT I DO

Skill	How It Works
Proposal & Offer Preparation	I create a commercial proposal tailored to the client's task: terms, timeline, KPIs, price. Not a template — a document that sells.
Terms Negotiation	Negotiations on price, volumes, timelines, guarantees. I work through value, not discounts. Agreements confirmed in writing.
Legal Coordination	I coordinate revisions between your lawyers and the client's lawyers. I control timelines, prevent the process from dragging.
Signing Control	Status tracking: who needs to sign, when, which documents are required. Reminders, escalation, deadlines.
Invoice & Payment Control	Invoice, acceptance act, closing documents. Payment monitoring, early-stage accounts receivable management.

3. PROCESS: FROM AGREEMENT TO PAYMENT

- Terms Confirmation: After negotiations — written summary: what was agreed, what's open, who is responsible for what, signing deadline.
- Contract Preparation: Contract draft based on your templates + deal specifics. Handed to lawyers with comments.
- Revision Coordination: I coordinate between parties. Every revision is tracked, every round has a deadline.
- Signing: I control the process: e-signature, courier, in-person meeting. I don't let go until signatures are in place.
- Invoice & Payment: Invoice issued on signing day. I monitor payment; if delayed — contact with client's accounting.
- Closing Documents: Acceptance acts, universal transfer documents, delivery notes — all on time, nothing "lost in the mail."

4. WORK FORMATS

Format	What You Get
Deal Closing Sprint (4 wk.)	I drive 10–30 deals from proposal stage to signing and payment. Full CRM tracking.
Reviving "Stuck" Deals	Reactivating deals at final stage: blocker analysis, new arguments, DM escalation.
Full Document Management	Proposal, contract, invoice, act, closing documents — complete document cycle per deal.
Closing-Stage Funnel Audit	Where you lose deals after "yes": lawyers, bureaucracy, indecision. Acceleration recommendations.

5. WHY IT WORKS

Most deals are lost not at the negotiation stage, but after — when the client has already agreed but the contract is "stuck" with lawyers, the invoice hasn't been issued, signing keeps being postponed. Every day of delay is a risk: the client changes their mind, a competitor steps in, or the budget gets reallocated. I close this gap: from "yes" to money in the account — strict control, deadlines, escalation. You get not promises, but signed contracts and paid invoices.

Problems I solve:

- Clients say "yes" but don't sign the contract for weeks

Ready to discuss your challenge. Reach out and I will respond personally.

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- Lawyers drag out approval — no control and no deadlines
- Managers can't close — they're too shy to follow up, they lose deals
- No accounts receivable control system — invoices issued but unpaid
- Proposal sent but no follow-up done — client went to a competitor

Want deals to stop "freezing" after the client agrees? Bring me in at the closing stage. I'll drive from proposal to signing and payment in 2-4 weeks. Control of every step, escalation on delays, full document management. Don't need me — disconnect without risk.