

ACTIVE SALES FULL-CYCLE MANAGER FROM FIRST CONTACT TO DEAL

Individual rate: personal active B2B sales manager

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: SALES IS A SYSTEM, NOT LUCK

I am your personal active B2B sales manager. I don't wait for inbound leads. I don't work from a "call back later" script. I find companies that need your product, reach out to decision-makers, and manage the deal from first contact to contract signing.

Active sales is not aggression or spam. It's a system: the right ICP, the right intent signal, the right first offer — and negotiations with DMs who already understand why they need you. I work like an in-house manager, but without hiring, probation period, or payroll.

Stage	What Specifically
Prospecting & Qualification	OSINT lead generation: companies with intent signals, not random databases
First Contact	Cold outreach: email, LinkedIn, call — with personalized offer matching lead context
DM Qualification	Reaching the decision-maker. Working with gatekeepers and contact chains
Negotiations	Need discovery, objection handling, value proposition formation
Proposal & Close	Preparing a commercial proposal for the specific client, closing the deal
CRM & Reporting	Logging every contact, funnel status, forecast, weekly report

2. FULL CYCLE: FROM IDEA TO MONEY IN THE ACCOUNT

Phase	What Happens
Immersion (week 1)	Study product, competitors, target audience, form ICP and first-contact strategy
Preparation (weeks 1-2)	DM database, proposal/offer for segment, scripts, email sequences, CRM setup
Outreach (week 2+)	30-100 new touchpoints per month: email + LinkedIn + calls
Negotiations (ongoing)	Dialogues with DMs, objection handling, funnel progression
Close (ongoing)	Commercial proposal, term agreement, signing / handoff to team
Analytics (weekly)	Funnel, conversions, pipeline, forecast — full sales picture

3. WHAT YOU GET

Result	Details
New Lead Flow	30-100 qualified contacts per month with context "why now"
Direct DM Access	Not reception, not "general inbox" — the specific person making the decision
Sales Materials	Proposals, scripts, email sequences, follow-up templates — for your product and segment
Deal Management	Every deal in CRM: status, next step, forecast, owner
Contract Conversion	I work through to signing — don't hand off a "warm" lead and disappear
Transparent Reporting	Weekly: contacts, dialogues, proposals, deals

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>

Want a system of active sales that works from month one?
 Bring in the manager — I'll reach first DMs in 2 weeks.
 OSINT lead generation + negotiations + CRM + close — full cycle.
 18 years of B2B sales: equipment, services, wholesale, IT.
 Don't need me — disconnect without risk.

4. USP: HOW I DIFFER FROM AN IN-HOUSE MANAGER

Criterion	In-House Manager	Active Sales (Outsource)
Hiring & training	1-4 months	Launch in 1-2 weeks
Management	Requires management and motivation	Works autonomously, sets own tasks under your KPI
Cost	Payroll + taxes + workspace	Fixed cost with no hidden expenses
Database & materials	Leaves — database is lost	All database, materials and CRM stay with you
Experience	Sells as best they can	18 years of practice: B2B, cold sales, OSINT lead gen, negotiations
Motivation	Motivation drops in 3-6 months	Result = my reputation, motivation is constant

5. TECHNIQUES & TOOLS

- OSINT lead generation: finding clients by intent signals, not purchased databases
- ICP profiling: determining who actually buys and why — building the ideal client profile
- Challenger Sale and SPIN: methodologies that work in complex B2B deals
- Multi-touch outreach: email + LinkedIn + call — a sequence of touchpoints, not one blast
- Value-based selling: selling value and ROI, not product features
- CRM discipline: every contact, every stage, every commitment — logged
- Follow-up system: 5-7 touchpoints to a decision — most deals close at touchpoints 3-5

6. WHO ACTIVE SALES IS FOR

- Companies that need outbound — inbound flow is insufficient to hit the plan
- Startups and young B2B products — need first clients and market feedback
- Entering new markets and geographies — need someone who builds the base from scratch
- Companies with seasonality — active sales during downturns fill the pipeline for peak periods
- Business without a dedicated sales manager — the owner sells themselves, needs a replacement

7. WORK FORMATS

Format	What's Included
Sales Sprint (4-6 wk.)	Start from scratch: ICP, database, materials, outreach, first DM dialogues
Sales Quarter	Sprint + scaling: database expansion, funnel optimization, conversion growth
Ongoing Sales	Full external manager: reporting, KPIs, pipeline, forecast, close

Service description is based on 18 years of active B2B sales experience. Specific conversion rates and closing speeds depend on niche, average ticket, and deal cycle length.

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>

Want to build a system of active B2B sales?
Bring me in — I'll launch sales in 4–6 weeks.
Working in parallel with your team, recording everything in CRM.
Don't need me — disconnect without risk.

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>