

PROCESS MANAGEMENT

FULL SALES CYCLE

YOU INVEST — WE EXECUTE

Premium rate: full-scale marketing and sales department

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: YOU INVEST — WE DO EVERYTHING

Process Management is the highest level of collaboration. You invest money, and we take on the entire process: from market analysis to deal closing and scaling. A full-scale marketing and sales department on outsource: OSINT analytics, marketing, advertising, active sales, CRM, AI automation — everything turnkey. You get results, not a process. Clients, not progress reports.

Function	What We Do
OSINT & Analytics	Full market intelligence, competitor mapping, DM identification. Trigger monitoring. Database collection and validation
Strategy & Positioning	Go-to-Market plan, USP, pricing, audience segmentation
Marketing & Packaging	Proposals, catalogs, presentations, landing pages, content, email funnels, lead magnets
Advertising & Traffic	Contextual ads, targeting, retargeting, SEO, Social Selling. End-to-end analytics
Active Sales	Outreach, negotiations, deal management, handoff of ready-to-close clients
CRM & AI Automation	Funnel, follow-up bots, predictive analytics, reporting, dashboards

2. HOW IT WORKS

Phase 1: Intelligence & Strategy (Weeks 1–2)

- OSINT market intelligence: competitors, target audience, triggers, supply gaps
- Go-to-Market strategy: to whom, through what, for how much, by when
- Positioning and USP per segment. Pricing
- KPI, budget, and priority alignment with you

Phase 2: Infrastructure Setup (Weeks 2–4)

- Database building: 500–1,500 validated contacts with direct DMs
- Packaging: proposals, catalogs, price lists, scripts, email sequences
- Digital: landing pages, ad campaigns, retargeting, lead magnets
- CRM: funnel setup, AI bots, analytics, and reporting

Phase 3: Active Sales (Weeks 3–12+)

- 50–150 new contacts monthly across all channels
- Negotiations with DMs, need discovery, demand creation
- Deal management through to close or handoff to your team
- Weekly reporting: funnel, conversions, forecast, ROI

Phase 4: Scaling (Ongoing)

- Funnel optimization: A/B tests, new combinations, lower cost per client
- Expansion: new segments, channels, regions
- Up-sell and cross-sell to existing clients
- Predictive analytics and forecasting

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

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3. WHAT YOU GET

Result	Details
Full Sales System	No hiring, training, or management. Everything turnkey: from analytics to deals
Predictable Client Flow	50–150 contacts/month. Inbound + outbound. Cold + warm
Full Marketing Stack	OSINT + landing pages + ads + email + content + Social Selling
CRM & AI Automation	Funnel, bots, predictive analytics, real-time dashboards
Transparent Reporting	Weekly reports: spend → leads → deals → revenue → ROI
All Infrastructure Is Yours	Database, materials, landing pages, CRM data — stays with you after completion

4. HOW IT DIFFERS FROM OTHER PLANS

Comparison of Process Management versus individual roles:

Sales Manager	Full department: sales + marketing + OSINT + advertising + AI
OSINT Analyst	Intelligence + strategy + packaging + sales — full cycle
Marketing Specialist	Packaging + advertising + outreach + CRM — not just marketing, but sales too
Ad Specialist	Advertising + landing pages + outreach + negotiations — the entire client journey
Deployment Office	Process = Office + strategy + scaling + performance. Maximum coverage

5. WHO THIS IS FOR

- Companies that want to fully delegate sales and marketing — focus on the product
- Entering a new market and want maximum speed and coverage
- Ready to invest in growth and want a predictable result
- Tired of the "patchwork" approach: one freelancer for ads, another for sales, another for CRM
- Want a single system where everything is connected: from first click to contract signing

6. PROBLEMS PROCESS MANAGEMENT SOLVES

- No sales system — everyone works as best they can, result is unpredictable
- Marketing and sales are disconnected — leads "get lost" between departments
- High cost of client acquisition — no funnel optimization
- No OSINT, no digital, no AI — competitors are pulling ahead technologically
- New product or market — need a full cycle from analysis to sales
- Want to scale but don't want to expand headcount

Want a system that generates clients and revenue?
 Process Management — you invest, we do everything.
 OSINT + marketing + advertising + sales + CRM + AI — turnkey.
 Single system from first click to contract signing.
 All infrastructure stays with you. Don't need me — disconnect without risk.

7. WORK FORMATS

Format	What's Included
Process Sprint (6–8 wk.)	Full launch: intelligence → strategy → packaging → advertising → sales → first clients

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Format	What's Included
Process Quarter	Sprint + scaling: base expansion, optimization, growth, new channels
Ongoing Process	Full system: monthly management, KPIs, dashboards, scaling

Service description is based on real experience managing full sales and marketing cycles in the B2B segment. Specific results depend on niche, product, and investment volume.

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.

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