

SALES DEPARTMENT READY SALES TEAM WITHOUT HIRING OR RAMP-UP

Department rate: dedicated active sales team
Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: YOUR SALES DEPARTMENT — READY IN 2 WEEKS

An outsourced sales department is not "a freelancer who occasionally makes calls." It is a dedicated team with a manager, analyst, and marketing support, working toward your KPIs like an in-house department — but without hiring, training, or management. We take on the full active sales cycle: from building the database and first contact through to negotiations with decision-makers and handoff of ready-to-close deals. You get clients, not a process. Results, not headaches.

Team composition:

Role	Area of Responsibility
Active Sales Manager	Cold outreach, negotiations with DMs, deal management through to close, CRM reporting
Sales Analyst	Database building, audience segmentation, KPI monitoring, forecast, funnel optimization
Marketing Support	USP, proposals, scripts, email sequences, presentations — everything needed for sales
Project Manager	Coordination, quality control, weekly reporting, liaison with you

2. HOW IT WORKS

Phase 1: Immersion (Week 1)

- Study your product, market, competitors, target audience, and current sales processes
- Form ICP — ideal client profile per segment
- Align KPIs, priorities, channels, and reporting format

Phase 2: Preparation (Weeks 1–2)

- Collect and validate decision-maker database: 200–600 contacts with direct details
- Create sales materials: proposals, scripts, email sequences, follow-up templates
- Set up CRM funnel, reporting templates, and analytics

Phase 3: Active Sales (Weeks 2–12+)

- Daily outreach: 30–80 new contacts per month
- Negotiations with DMs, need discovery, objection handling
- Deal management through to close or handoff to your team at the final stage
- Weekly reporting: funnel, conversions, pipeline, forecast

3. WHAT YOU GET

Result	Details
Working department in 2 weeks	No hiring, training, or probation. Team from day one
30–80 new contacts/month	Validated DM database ranked by readiness A/B/C
Full materials package	Proposals, scripts, email sequences, presentations — per segment
CRM and analytics	Funnel, KPIs, forecast, real-time weekly dashboards

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

Vladislavs Mamonovs

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Result	Details
Transparent reporting	Contacts → dialogues → proposals → negotiations → deals. All in numbers
Your database is yours	Contacts, materials, processes, CRM data stay with you after completion

4. HOW IT DIFFERS FROM AN IN-HOUSE DEPARTMENT

In-House Department	Outsourced Sales Department
Hiring: 1–3 months of search	Launch: 2 weeks
Training: 2–6 months	Experienced team from day one
Payroll + taxes + workspace	Fixed cost, no hidden expenses
Staff turnover = loss of database and processes	All infrastructure stays yours regardless of team composition
Motivation drops in 3–6 months	Result = our reputation, motivation is constant
No analytics or KPI system	Built-in analytics, forecast, funnel optimization

5. WHO THIS IS FOR

- Companies that want to launch active sales quickly without months of hiring
- Entering a new market or launching a new product — speed is critical
- Don't want to expand headcount — need results, not people in the office
- Have a product but the sales department generates no outbound leads
- Want to test a sales channel before scaling

6. PROBLEMS THE DEPARTMENT SOLVES

- Managers wait for inbound — no active client acquisition system
- No unified process: everyone sells differently, results are unpredictable
- High cost of acquisition — cold calls without preparation or analytics
- No CRM discipline — deals are lost, follow-up doesn't happen
- The director spends time managing sales instead of strategy
- New product — need fast demand validation through active outreach

7. WORK FORMATS

Format	What's Included
Sales Sprint (4–6 wk.)	Full launch: ICP, database, materials, outreach, first DM dialogues, deals
Sales Quarter	Sprint + scaling: database expansion, funnel optimization, conversion growth
Ongoing Department	Full external sales team: reporting, KPIs, pipeline, forecast, close

Want a ready sales team without months of hiring and ramp-up?
 The outsourced department launches in 2 weeks.
 Full cycle: prospecting → negotiations → close → CRM.
 Your database and materials stay with you.
 Don't need me — disconnect without risk.

Service description is based on real experience building and managing outsourced sales departments. Specific results depend on niche, product, and market conditions.

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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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