



TrustFlow

Optimizing B2B Sales

Custom Services to Boost Your Sales

At TrustFlow Consulting, we offer practical, measurable solutions tailored to the reality of every B2B business. You can hire our main services or choose from individual microservices based on your specific needs.



MAIN SERVICES



Lean Sales Diagnosis

We analyze your entire sales process, detect improvement opportunities, and deliver a clear, realistic, and results-driven action plan.



Lean Sales Process

We apply continuous improvement tools to streamline your sales operations, eliminate waste, standardize key activities, and organize your commercial workflow.



Consultative Sales & Team Coaching

We train your team to sell with confidence-understanding the client deeply and building long-term relationships that generate real results.

Is This Service for You?

You run a B2B company
and your sales process feels unclear

Your sales team needs structure,
guidance, or support

You've tried many tools,
but nothing seems to organize it all

You want to sell more-without losing
the essence of your business

You need efficiency, trust,
and real results



LEAN SALES DIAGNOSIS (AUDIT)

1
PACKAGE



Ideal for companies that **don't yet know** where their **sales process is failing.**

Includes:

- Initial discovery meeting
- Review of current processes
- Interviews with your sales team
- Report of findings
- Key recommendations for improvement

 **Duration: 1-2 weeks**



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LEAN COMMERCIAL PROCESS

2

PACKAGE



Ideal for companies
**that have identified
challenges** and want
**to structure their
sales process.**

Includes:

- Everything in Package 1
- Sales funnel design
- Role and KPI documentation
- Lean tools implementation
- Initial team training



✓ **Duration: 3-4 weeks**



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CONSULTATIVE SALES FOR TEAMS **3** PACKAGE



Ideal for **active sales teams** needing to improve **their focus and close more deals.**

Includes:

- Everything in Package 2
- Practical training in consultative selling (3 to 5 sessions)
- Field support or real-case analysis
- One-on-one coaching for salespeople and team leaders, as well as recommendations on how to incorporate **AI tools** to automate repetitive tasks and enhance data analysis throughout the sales process.

 **Duration: 5-6 weeks**



ON-DEMAND MICROSERVICES

Only need help
with a specific area?



You can also choose
individual services
based on your priorities.

Microservice	What's Included
Commercial KPI Design	Definition of key sales metrics, dashboards, and reporting templates.
Sales Process Mapping	Visual representation of your current process and pain points.
Sales Scripts and Messaging	Creation of scripts for calls, meetings, or prospecting messages.
Custom Sales Checklists	Standardization of key sales tasks by stage.
Sales Cycle Optimization	Review of average closing time and improvement strategies.
Proposal and Quote Review	Content and structure analysis to increase your close rate.
Express Consultative Selling Workshop	90-minute practical training to improve listening, questioning, and closing.
Basic CRM Audit	Usage review and practical recommendations to maximize your CRM.
Effective Sales Routine Design	Weekly structure for focused and results-oriented sales teams.
Client Segmentation & Ideal Profile Design	Definition of ideal targets and messaging strategies.

Not seeing what you need? Contact us - we'll tailor a solution just for you.

Ready to Professionalize Your Sales Process?
Book a free session or request a custom proposal.

Contact us
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