

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





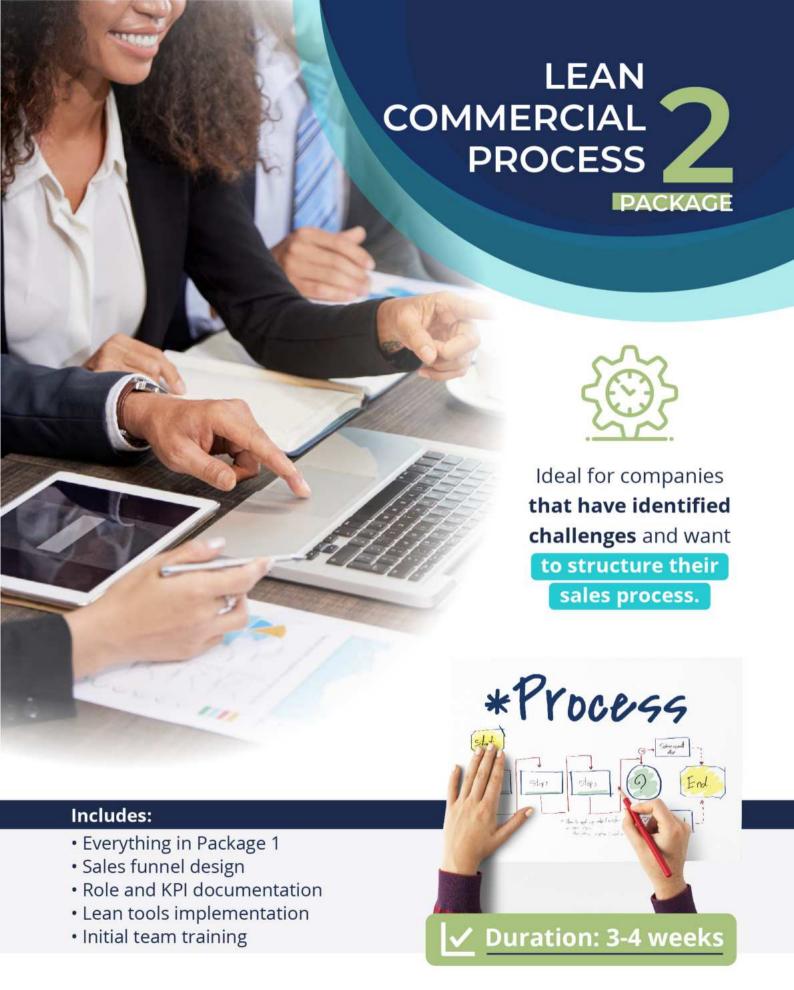
Includes:

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

✓ Duration: 1-2 weeks









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 Al tools to automate repetitive tasks and enhance data analysis throughout the sales process.



ON-DEMAND **MICROSERVICES**

Only need help with a specific area?

You can also choose individual services

based on your priorities.

Microservice

What's Included

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

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 María Cortés Tel: +1 (267) 541-5956 | www.trustflowconsulting.com Email: contact@trustflowconsulting.com

and messaging strategies.