



# Solutia SDO Management Consultants Learn How to Sell!

## BUSINESS ISSUES

Solutia's principals are experts in their field, as such they are trusted advisors to their clients.

The principals were not sales people and did not know how to generate more business from existing accounts—missing opportunities!

## THE SOLUTION

Solutia chose the GetMoreSales Sales Mastery custom workshop.

## RESULTS

Team identified simple and easy approach to generate new business while working on current business.

Technically oriented partners learned that sales is based in science and are now comfortable identifying new opportunities while working current accounts.

## THE BUSINESS

For 14 years Solutia management consulting has been helping clients advance their business.

Solutia specializes in three service lines – Transformation solutions, Staffing solutions and ERP solutions. Solutia's Principals have extensive experience across a number of industries with clients that range from small organizations to Fortune 500 companies.

From start to finish, Solutia SDO will provide fully integrated solutions that translate into real business value.



“This was not just sales training, we actually developed the understanding of our TRUE value to our clients and now we can articulate it in one simple statement”

- Sam D'Aurizio, Managing Principle

Turning Your Vision into Money!



GetMoreSales

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