

GROWTH AND SCALE AT PACE

ABOUT US

First and foremost, we have a passion for helping people. We have decades of relevant experience building, training, and leading world-class sales organizations that have generated over \$1.5B in revenue in the tech services industry.

We started Pivot 1 Advisors because there is an unfulfilled need in the marketplace. Many businesses are in the process of "pivoting" to adjust and position their companies for the "new" norm (still undefined). We created an "As a Service" sales and human capital model that can be tailored to the specific needs of any growing organization.

Bottom line...We offer an efficient and cost-effective solution for high growth organizations looking to build a customer and sales-centric culture and scale revenue, at pace. We understand and appreciate the effort it takes to build a viable and successful company. Take advantage of decades of experience including the wins, losses, and lessons learned.

We live our personal and professional lives by our core values: Accountability, Initiative, Teamwork, Integrity, Humility, Respect. We look to align with organizations that share similar core values.

OUR SERVICES

SALES STRATEGY

- ☑ Define sales goals and strategy
- ☑ Develop a "winning" customer and sales-centric culture
- ☑ Plan development based on company goals and objectives
- ☑ Define KPI and metrics
- ☑ Define short and long-term headcount requirements
- ☑ Identify strategic target customers, channels, partners, and competitors
- ☑ Digital marketing recommendations to build your brand and generate warm leads

BUSINESS DEVELOPMENT

- ☑ Assume the business development executive role
- ☑ Identify and close new opportunities
- ☑ Develop account plans and heat maps
- ☑ Manage and drive new revenue within existing accounts
- ☑ Build and maintain senior-level executive relationships
- ☑ Manage the full sales cycle
- ☑ Provide all reporting as required

SALES LEADERSHIP

- ☑ Assume the role of VP of Sales
- ☑ Work closely with the executive and investor teams
- ☑ Create a customer and sales-centric culture
- ☑ Evaluate the current sales strategy/team and make recommendations
- ☑ Manage the sales pipeline and forecast
- ☑ Develop KPIs and metrics
- ☑ Maintain and manage senior-level customer relationships
- ☑ Drive profitable revenue
- ☑ Hire, train, lead, mentor, and motivate the sales team

HUMAN CAPITAL

- ☑ Staffing evaluation
- ☑ Performance management
- ☑ Diversity, inclusion, and culture evaluation
- ☑ Full time and/or contingent staffing
- ☑ Executive search (Sales, Marketing, IT)