

OUR MISSION

IS TO HELP COMPANIES ACCESS GLOBAL MARKETS AND BECOME MORE COMPETITIVE THROUGH BETTER STRATEGIC SALES PROCESSES AND INTERNATIONAL BUSINESS PRACTICES.



ACCESSING GLOBAL MARKETS

Hidalgo Sales Consulting was **founded in 2007** to help companies access global markets and overcome globalization problems in the software, telecom and high-tech industries. Since its inception, Hidalgo Sales Consulting has successfully helped customers from several countries expand international sales, penetrate key accounts, build result-oriented sales channels, improve sales processes, revamp sales strategies, enhance sales win rates, find investors, and sign OEM agreements.



STRATEGIC SERVICES

Hidalgo Sales Consulting's Strategic Services help companies improve strategic sales planning processes and develop more productive sales organizations to increase profitability.

- *Provide strategic and international sales guidance*
- *Develop global sales plans aligned with corporate strategies*
- *Design global key account strategies to maximize revenues*
- *Recruit, build and coach competent sales teams*
- *Help companies establish sales compensation plans to drive revenue and profitability*
- *Perform complex and executive sales training*
- *Give guidance in sales contracts negotiation*



OPERATIONS SERVICES

Hidalgo Sales Consulting offers several services aimed at improving sales and procurement processes. By becoming more cost-efficient, companies boost bottom lines.

- *Offer advice to develop new markets*
- *Facilitate access to worldwide manufacturers*
- *Select worldwide result-oriented sales channels and partners*
- *Identify and negotiate OEM agreements*
- *Create efficient sales opportunities and forecasting management tools*
- *Assist in CRM selection and implementation*

The future is all about what you do next to access global markets and become more competitive.

We're excited to help you get there; you're closer than you think.

