



Hidalgo Sales Consulting

Corporate Overview





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▲ Mission

- Help companies access global markets and become more competitive through better strategic sales processes and international business practices
- Focused on sales consulting services
- Broad international experience in the telecommunications and industrial sectors

▲ Customers in several countries

- Helped customers expand international sales, sign OEM agreements, revamp communications and sales strategies, find components and parts, increase product portfolios, etc.
- Clients include industrial services providers, systems integrators as well as leading carrier-class networks, network monitoring, and test instrumentation manufacturers

▲ Head Office in Montreal, Canada





About Us



- ▲ Hidalgo Sales Consulting was founded in 2007 by Juan-Felipe González, a seasoned telecommunications veteran
 - Over 21 years of sales management experience, including 16 in the telecommunications sector.
 - He was Sr. Vice-President Sales and Marketing for Aethera Networks in 2007. Previously, he was Vice-President, Global Telecom Sales for EXFO from 2003 to 2007. Mr. González spent 15 years at EXFO, during which he was responsible for managing telecom sales, both direct and indirect, and the execution of sales strategies worldwide.
 - Mr. González holds a B.Sc. Honors in Chemistry from Complutense University, Madrid as well as an MBA from the School of Industrial Organization in Madrid, and is fluent in Spanish, English, French and Portuguese.





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





- ▲ 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
 - 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





Summary



- ▲ Hidalgo Sales Consulting helps companies deal with business issues in this global economy
- We offer tailored solutions to your globalization problems.
- ▲ Hidalgo Sales Consulting holds over 21 years of experience in strategic sales management
- We help companies develop global sales plans aligned with corporate strategies and improve their sales processes and results.
- ▲ Hidalgo Sales Consulting is versed on international markets and can help companies reach potential sellers and buyers
- We help companies expand their sales and procurement activities by selecting worldwide result-oriented sales channels and partners and achieving OEM agreements
- ▲ Hidalgo Sales Consulting helps companies become more cost-efficient to boost bottom lines
- We provide efficient sales management tools and train sales forces in complex and executive sales to overcome procurement tactics to reduce value





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