



Hidalgo Sales Consulting's 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 helps companies access global markets and overcome globalization problems in the fiber-optic, carrier class networks, telecom test instrumentation and systems, and high-tech markets.

Strategic Services

Hidalgo Sales Consulting helps companies improve strategic sales planning processes and develop more productive sales organizations to increase profitability.

Provide strategic and international sales guidance

In addition to helping companies develop corporate sales strategies; Hidalgo Sales Consulting provides guidance in international markets and counseling in business practices.

Develop global sales plans aligned with corporate strategies

Hidalgo Sales Consulting designs sales plans associated to corporate strategies that yield results and help achieve corporate targets.

Design global key account strategies to maximize revenues

Hidalgo Sales Consulting designs the global key account strategies required to maximize revenues while reducing the cost of sales.

Recruit, build and coach competent sales teams

Hidalgo Sales Consulting provides insight in the development of sales organizations and supervises the hiring and coaching of key sales positions.

Help companies establish sales compensation plans to drive revenue and profitability

Hidalgo Sales consulting designs compensation plans to defend the value of products and increase gross margins.

Perform complex and executive sales training

Hidalgo Sales Consulting helps sales people identify and engage the key decision makers and go up in the executive food chain to close sales opportunities.

Give guidance in sales contracts negotiation

Hidalgo Sales Consulting helps companies understand how purchasing departments negotiate discounts and payment terms.

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

When companies need to penetrate new markets or bring new competitive products to their customers; Hidalgo Sales Consulting offers advice to develop those new markets and to attain sales targets.

Facilitate access to worldwide manufacturers

Hidalgo Sales Consulting has an extensive worldwide contact network that facilitates access to numerous components, parts, and products.

Select worldwide result-oriented sales channels and partners

Hidalgo Sales Consulting helps companies avoid sales channels selection mistakes that cause significant money and time waste and adversely affect brand image.

Identify and negotiate OEM agreements

Original Equipment Manufacturer agreements represent the fastest and most cost-effective approach for companies to trade their products or expand their product lines. Hidalgo Sales Consulting helps companies reach potential sellers and buyers of products.

Create efficient sales opportunities and forecasting management tools

Companies need capable tools to manage sales opportunities and sales forecasts. Hidalgo Sales Consulting creates and implements those tools.

Assist in CRM selection and implementation

Hidalgo Sales Consulting offers advice to implement performing CRMs and to motivate sales teams to adopt and use these tools effectively.

