

## How else can Hayward Miller assist?

- Finding new areas of growth and setting targets
- Getting B.A.N.T. qualified leads
- Appointment making
- Identifying competitors
- Exhibitions and events

## Who needs Hayward Miller?

- Any company wanting to grow their business
- A company looking to exceed their goals and targets
- A business necessitating a growth plan
- A sales team requiring help
- A company searching for new leads

We work on behalf of our clients for a set number of days a month, badging ourselves as your sales team.

“80% of sales are made  
on the fifth to twelfth contact”

National Sales Executive Association

## Our Values

**Outperform** - We outperform the competition and our clients' expectations.

**Results-Driven** - Measuring our success through our clients' achievements.

**Unique** - In our vision and the way we conduct our business.

**Pride** - We take pride in ourselves, each other and our work.

**Belief** - We believe in our clients and their business.

## Contact Us

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Managed Services



“Working with industry towards a profitable and successful future”



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### What are Managed Services?

The complete solution to enable your sales team to achieve their objectives. The Managed Services package offers flexibility, cost savings and greater business opportunity.

Utilising two or three of our main Elements - Market Research, Telemarketing and Business Development - we enable clients to accomplish their goals from our informed, organised and highly effective services.

“They not only deliver the tasks they’ve been asked to perform, but also to actively engage with the team and brainstorm on sales strategy.”

**Amanda Cai** - CEO and Founder of iContract

Find more testimonials on our website.

### The Elements:

#### Market Research

Market Research helps you find new areas of growth and advises how best to break into new markets. A unique database is created on each occasion, tailored to suit your market and business. In addition this can aid you with understanding customer intelligence, assessing your strengths and weaknesses and sourcing potential customers.

#### Telemarketing

Our Telemarketing team loves speaking to people - they make the calls you loath! Telemarketing is used to generate initial contact, follow up on leads and raise brand awareness with potential customers. According to the National Sales Executive Association, sales are made on the fifth to twelfth contact - we continue to follow-up when others have stopped. This is a relationship building approach.

#### Business Development

Business Development is a role that goes beyond “just sales”. Business is developed through networking, contacts, market knowledge and experience. Instead of one employee, with Hayward Miller you receive our entire company.

