

hm HaywardMiller

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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"Working with industry towards a profitable and successful future"



Social media

An extra free service

designed to promote

your business

through our digital

marketing



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.

Contract identification

We access applicable tender portals to find the best opportunities and provide a summary of each one

We are your sales team

We use your email addresses and business cards. No potential customer is aware of any

Hayward Miller also offers:

Online portal

All data obtained from Market Research, Telemarketing, Leads, Monthly Reports, Networking and Exhibition follow ups are shared immediately online

Regular training

We know how skills and behaviour affect results, all individual staff members receive support on a daily basis and our weekly company training sessions ensure our staff is constantly informed

Script creation

We produce telephone and email scripts that are optimised for success in target sectors. These first meet your approval before