

Concept Services, Ltd.



- **Greg Harsh, Vice President Sales**
- **New Business Development & Lead Generation**
- **Focus in the Transportation Industry**
 - Intermodal
 - Dedicated Contract Carriage (DCC)
 - Dry Van, FL
 - Temperature Controlled
 - LTL
 - Brokerage
 - Warehousing
 - Packaging
 - Expedited

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



Sales Definition

***“Finding and closing New Business,
from New Customers,
100% of the time.”***

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



■ Sales Umbrella

- Account Management
- Customer Service
- Order Entry
- Marketing
- Operations

Def: Sales

- ***“Finding and closing New Business,
from New Customers,
100% of the time.”***

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



■ **Today's Situation**

- *Revenue is down*

■ **Today's Sales Needs**

- *New business from new customers*

■ **Today's Sales Structure**

- *Sales costs are high*
- *Account Managers*
 - *Manage existing customers & key accounts*
 - *Minimal time prospecting for new business*
 - *Few new opportunities coming in*
- *Existing sales structure not setup to meet today's needs*

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



- **What is happening in the industry?**
 - Constant change
 - Business models are changing
 - Companies trying to do more with less
 - Downsizing sales
 - Need to increase sales and efficiencies

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



■ Where Do We Fit

- Help develop an effective sales structure
- Implement a more efficient sales approach
- Reduce your overall sales cost structure
- Manage the New Business Development function
- Present opportunities for your sales group to quote
- Position you in front of new, prospective customers
- We make your sales force more accountable, efficient, and cost effective

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.



■ ***How Do We Work***

- Meet to discuss your needs and objectives
- Assign a sales team to your account
 - Prospect for new business 100% of the time
- Prospect as if we work for your company
 - Assign email accounts and voice mail boxes
- Generate leads
 - Appointments
 - Conference calls
 - RFQs
- Send leads daily to your staff
- Review meeting each month

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Concept Services, Ltd.

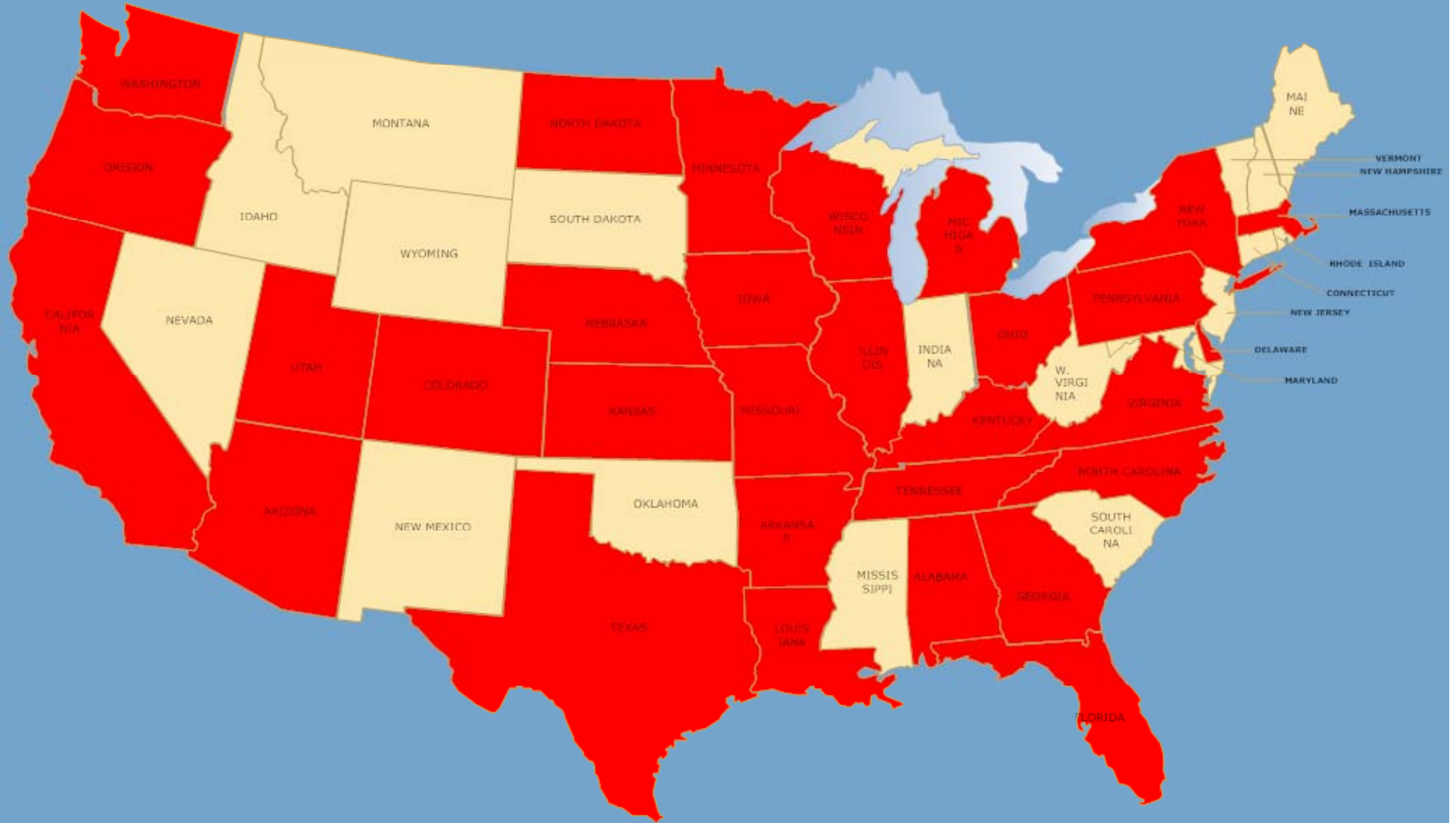


■ **Account Executive/Account Management**

- Log into client's system
- Call tier 2 and tier 3 accounts
- Work to generate revenue from past accounts that have not been worked regularly and effectively

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com

Customer Locations



Concept Services, Ltd.



- **Greg Harsh, VP Sales**

- Office: 330.336.2571 ext. 102
- Mobile: 419.345.2237
- gharsh@conceptservicesltd.com

Greg Harsh
(330) 336-2571 ext. 102
www.conceptservicesltd.com