Sales Transformation Roadmap

1 What are the main trends today and how will they evolve in the future?

From …   To …

2 – What does that mean? Provide additional detail on what you have envisioned. Try to use short and very intuitive terms

3 – Future Value proposition
How will these trends influence your value proposition?

4 – The change path
What must change in your organisation?

4 – Salesperson
What is the profile of the future salesperson?

1   relevance   6

1   relevance   6