

15+ Years of Track Record with Start-ups & Global Brands

ZACH KALLERGIS B2B SALES CONSULTANT

**Planning
to expand
your reach
to New
Markets?**

**Need to
put your
business in
front of the
right
audience?**

**Looking to
unlock new
growth
opportunities
in B2B?**

I reside in the Netherlands however my roots are traced to Greece. The last 15 years of my activity in International B2B Sales have provided me with a clear answer and unique perspective on how modern businesses grow and have shaped me professionally.

As a B2B Sales Consultant since 2007 I've been helping Start-ups and Global companies respond to industry transitions and increase their B2B Sales footprint in different European Markets.

Success or failure is ultimately determined by an Organization's ability to attract new and retain existing customers. B2B Sales is a fascinating process that is initiated by a Discussion that should always revolve around Value. **The Value Your Brand brings to its New Partners.**



WHEN TO HIRE A SALES CONSULTANT

You are looking to launch your business rapidly or have been noticing significant changes: low sales, losing ground against competitors, or losing major clients?

it's time to begin the conversation around hiring a Sales Consultant. His experience and skills will help you come up with innovative Sales strategies to revive your business.

Out of the box Mindset

You understand that a Consultant's out-of-the-box thinking is vital in today's global market where businesses must stand out if they want to increase their chance at survival.

Hands-on Approach Rapid Launch

You need a Hands-On approach to allow you to bridge the commercial gap to the target market with precision and turn inspiration into action launching your business rapidly with low risk.



Minimise Expenses

Target the Right People

You want to eliminate expenses related to Taxes, Benefits, and Sales Training.

Generate new Leads to target the right People develop Strategic Partnerships in new or underserved markets and increase Brand Awareness.

B2B Sales Expertise with an Impact

You understand that working with a Sales Expert who can seamlessly integrate into your Team will have an immediate impact on the success of your company.

THE OBJECTIVE

To help Your Company unlock the enormous potential of the European market.

In order to achieve this the company's Value Proposition needs to be communicated in an effective manner.

We will therefore engage in Targeted Communication with Key Market stakeholders generate interest in the company and lead them to the Sales Cycle in order to develop New Strategic Business Partnerships and generate New Sales Revenue.

THE APPROACH - 1

Develop a strong new lead and client base.

Nurture positive client relationships by maintaining personalized contact and fostering open communication.

Act as a Brand Ambassador that represents the company's brand and values and expedite the resolution of Partner problems and complaints whenever and if these arise.

Conduct Presentations Negotiate and Finalize Sales agreements with new Customers and liaise with market stakeholders.

THE APPROACH - 2

Coordinate with marketing sales management, accounting, logistics and technical service groups.

Research sources for identifying new Partners and Customers and for information to determine their potential.

Develop clear and effective written proposals to prospective Customers and Partners.

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I look forward to our cooperation
and to helping Your Company reach
its goals and objectives

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