



Coaching the Most From Your Sales Team

Revenue pressure is present for many businesses in the post-pandemic world. It can be difficult for companies to provide their sales team with the best support to help navigate these challenging times. Throw in talks of a recession and leaders begin asking themselves how can they jump-start their sales teams?

Gierke Jungbauer Human Capital (GJHC) offers executive and developmental coaching tailored to your company. For sales training, GJHC offers its clients cutting-edge scientific and behavioral tools to select, coach and train sales professionals leveraging the expertise of Nancy Kazdan. Nancy has over 30 years of education, experience and certifications to provide coaching to new sales professionals and veteran sales leaders alike. We utilize an industry-leading behaviorally-based assessment to evaluate and elevate your sales team to increase your revenue.

The assessment tool:

- Pinpoints the exact strengths, weaknesses and problem areas in your organizations existing sales force.
- Measures the behaviors that lead to sales success in your enterprise sales process and identify individual and sales team skill deficiencies.
- Provides you with the critical behavioral information you need to make your business thrive.
- Defines limiting closing behaviors and unlock the hidden potential of your salespeople that will make your company achieve greater success.
- Finds out which potential candidates will excel in your organization for future development.



GJHC has other coaches to support your team as well. Let our experienced coaches develop and follow a coaching plan which allows your rising leaders and you to see a path forward, a path that benefits the employee and your business.

Our Fractional HR team has over 350 years of combined expertise!

Supporting your company day-to-day is the 'bread and butter' of our business with our fractional HR team members. Our HR experts cultivate and encourage your team members and remind them of the ways your company shows that it values its employees through each of the functional areas of HR. If your company doesn't need full-time HR, contact Gwen and she'll share how fractional HR gives you the experience you need with the hours you can afford.

Our Retained Search Practice

Last month in Illuminations we mentioned how Minnesota had lost over 125,000 workers since the start of the pandemic. Finding new team members is a daunting task in this job market. Using a retained search firm allows you to have experts manage the search process efficiently, reducing leadership's time and providing you the best candidates who not only have the technical skills for your position but also fit well with your company's culture.

As we approach the mid-point of 2023, consider how your business is measuring up to its goals for the year. Reach out to Gwen to discuss how GJHC can help you reach those goals!

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**Fractional &
Interim Human
Resources**

Contact us today!

**Retained
Searches**

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**Executive
Coaching**