



Drive New Revenue with Global Telecom Partners

Expand the Reach and Success of Your Sales Team

Opening New Markets—Success Factors:

- Local Presence
- Experienced Sales Reps with active, relevant customer contacts
- Clear communications and real-time sales cycle visibility

Choose GTP for Results!

Global Telecom Partners is committed to your success. Our team of professionals brings over 150 years of real-world sales expertise. We understand the intricacies of complex technology and bring significant experience in channel management.

Local Presence: GTP acts as local extension of your company, representing your face to your customers.

Deep Market Knowledge: Our team bring decades of expertise in your market, including affiliations with complementary product lines that offer distinct synergies to solve complex problems for your customers.

Transparency: Global Telecom Partners offers a low-risk engagement model where your costs are tied directly to our results. Timely reporting of sales cycle status and customer information eliminates surprises.

Work with an Experienced, Outsourced Sales Team

- Increased sales revenue; sales costs tied directly to revenue.
- Broad market penetration.
- Versatile, accomplished sales team.
- Dedicated, single point of contact.
- Strong local customer relationships.
- Disciplined & detailed forecasting.
- Shared market intelligence.
- Continuity across all geographies.



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Engaging with GTP

- **Direct** or through **channel partners**.
- We understand what it takes to achieve success in a new market. **Our team has done just that with multiple partners on 6 continents.**
- We sell your products. We find and hire the right salespeople. We train and manage those salespeople. We become an **integrated piece of your existing sales team.**
- Because we have been doing this for a long time, challenges don't scare us. **There is always a way to find success** in a new market. We will work with you to find that product differentiator, that synergistic relationship, that unique approach that will spur your growth and profitability.

Target Market Identification

- Determine initial targets.
- Prioritize targets with existing synergies.
- Understand competition and market share.

Deliverables

- A professional business & market development function.
- Structured forecasting process.
- Real-time opportunity tracking and reporting.
- Visible sales pipeline and status.
- Leads follow-up, tracking and reporting.
- Managed and predictable sales expenses.

Expanded Service Offerings Include:

- Recruiting
- Project Management
- Testing
- Financial Services
- Transition to in-house sales

