

# Odeosis Consulting

## Digital Business Development

**Develop the French market with local sales support**

**At limited cost and no risk!**

**20 years' experience in Digital at your disposal**

### YOUR NEEDS

- You would like to enter the French market or strengthen your presence with local support.
- Or simply you would like to test the French market before fully investing in a local presence.
- You thus need a local, French Sr Sales Manager to take your company to the next level, leverage more opportunities and establish your company in the French ecosystem as well as in Europe and MENA.

### MY SERVICES

- A full range of Business Development services to fuel your growth
- **Available right away** and flexible to meet your needs.
- And most of all, **at no risk and much lower cost** compared to opening a French/European subsidiary.

### MY EXPERTISE

- 20 years' experience in Business Development and in Sales Management in France and Internationally.
- Specialized in complex solution selling, long sales cycles with large Key Accounts in the **Digital** space.
- A well established Network.
- Located in Paris, France.

#### HUNTING PACK

Pro-active prospection and introduction to qualified leads:

- Market segmentation
- Generating a pipeline of opportunities with qualified leads
- First introduction (call, meeting, video conf)

#### CLOSING PACK

Full sales support until contract signature:

- Hunting Pack, plus:
- Meetings preparation (including localization of materials)
  - Support during meetings
  - Follow-ups
  - Help in negotiating contracts

#### FULL SERVICE PACK

Acting as your local Sales manager

Hunting and Closing Packs, plus:

- On-going customer support
- Market research and competitive intelligence
- Representation in professional events
- Networking with key industry influencers

Additional services can also be provided such as Go-to-marketing Strategy, Sales Management Consulting, Regulatory Watch. All my services including complete reporting of all activities.

**Let's talk about it !**

You have a project in France, in Europe? Let's discuss about it!  
Contact me at [Sebastien.Givry@odeosis-consulting.com](mailto:Sebastien.Givry@odeosis-consulting.com)