



EKEKO EAST AFRICA



PERFORMANCE ANALYSIS



STRATEGY DEVELOPMENT



SALES TRAINING



TEAM OPTIMAZATION

VISION

To be the company of choice in the provision of sales training, performance analysis, Strategy Development

MISSION

To Provide, Promote and Champion Sales Excellence in East African Industry.

CORE VALUES

Integrity, Quality Service Delivery, Flexibility, Innovation, Professionalism, Teamwork.



About Us

We specialize in providing businesses with a variety of services designed to shape internal sales teams and their processes in order to achieve growth objectives. These services range from sales training, coaching and mentoring, strategy development, growth planning, performance analysis and team optimization.



OUR PROCESS

STAGES OF ENGAGEMENT

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STEP

01

REQUIREMENTS

Our team will thoroughly review your commercial requirements and dedicated development team that is best-suited for your needs

STEP

02

DISCUSSION

Our experts will contact you on time to discuss your project related queries and to offer the best solution for your requirements.

STEP

03

TERMS

Based on the project consultation provided by our experts, you can choose the engagement timelines for your project development.

STEP

04

GET STARTED

Make payment through our flexible payment modes and our team shall immediately get started on your project within 24 hours.





Your Organization is unique

We dont believe in one size fits all approach.This is simply because different companies have unique products and services while sales organizations are equally unique for a one size fits all approach to indeed fit adequately



We Offer Alternative View To Your Space.

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We believe that being a third party, we have a neutral perspective to your situation which can clearly reveal challenges or opportunities that are not obvious to those within your organization. We are of the old belief that, every entity no matter how effective it maybe, almost always has a blind spot. As such, this is what we shall point out to you for we shall easily identify the gaps and accelerate the improvement of results.





Your Hand Are Full

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We very well know that sifting through everyday demands of the sales team and offering solutions in a timely manner for onward progression is a fulltime job. Many sales executives do not have time to fulfil the commitments of their day job while also taking on the heavy lifting required to track performance and improvement of sales results.



UNLOCKING
THE BENEFITS



Combining Internal and External Best Practices

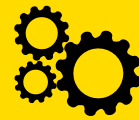
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For most sales organizations, there are elements of the equation that are working and areas that could be improved. Our role is to enable your organization make the most of what is working while leveraging our experience and content to strengthen the areas that need improvement.

Where does all this stem from?
From the fact that a typical sales person will almost always only focus on that one product or service that will help them achieve their targets and commissions. In so doing, organizations with multifaceted products and services, then tend to have all initiatives regarding new products and services fail simply because the sales team is focused on the tried and tested path.



Ekeko Strategy



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Ekeko Strategy provides brand positioning solutions that identify unique differentiators to propel the development of compelling customer/value propositions for your services and products.

The strategy component works towards optimizing your brand offering through right pricing, innovative product/service features, packaging and other drivers of purchase decisions to grow your market share.

Strategy goes a step further to enable key departments within your enterprise and partners are aligned with the overall organizational strategy and goals.

identifying unique differentiators to propel the development of compelling value propositions to optimize your products and services

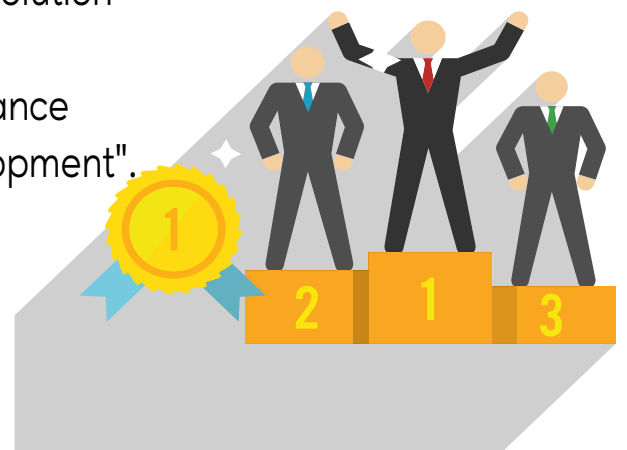


Sales Training, Coaching & Mentoring



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We offer various courses as well as host sale oriented conference in addition to onsite training for sales team members, having extensive years in management consulting and other cross functional solution and other cross functional solutions, our primary focus is in "sales performance Improvement" and "sales team development".





Ekeko is the best company to choose for your consultancy
because of the processes and tools that we use in each project.
Our experienced team, with extensive years hands on experience in the market.
We give the best value for your money therefore guaranteeing you return on your investment.
Lastly we provide world class service before during and after you sign up with us.

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