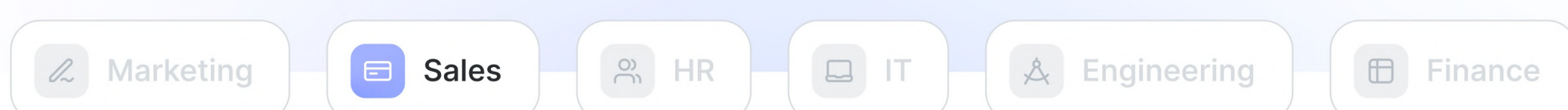


# Sales capabilities

Boost your sales capacity by seamlessly collaborating with an extended workforce. Thousands of sales professionals across various experience levels, ready to help you get work done.



Used by



Areas of expertise

## Popular examples

<p><b>CRM Management</b></p> <ul style="list-style-type: none"> <li>CRM Systems</li> <li>CRM Workflows</li> <li>CRM Usage &amp; Implementation</li> <li>CRM Optimisation</li> <li>Customer Data Analysis</li> <li>Customer Base Segmentation</li> <li>Interaction Tracking</li> <li>Process Automation</li> <li>Report Generation</li> </ul>	<p><b>B2B Sales</b></p> <ul style="list-style-type: none"> <li>Lead Generation</li> <li>Prospecting</li> <li>Need Identification</li> <li>Pipeline Management</li> <li>Lead Qualification</li> <li>CRM Management</li> <li>Product Demonstrations</li> </ul>	<p><b>Sales Operations</b></p> <ul style="list-style-type: none"> <li>Pipeline Management</li> <li>Tool Implementation</li> <li>Process Coordination</li> <li>Performance Monitoring</li> <li>Process Improvements</li> <li>Database Maintenance</li> </ul>	<p><b>Training &amp; Development</b></p> <ul style="list-style-type: none"> <li>Sales Training Programs</li> <li>Sales Skill Development</li> <li>Sales Training Material</li> <li>Sales Coaching</li> <li>Training Need Assessment</li> <li>Sales Learning Modules</li> </ul>
<p><b>Sales Enablement</b></p> <ul style="list-style-type: none"> <li>Collateral Development</li> <li>Sales Playbooks</li> <li>Product Trainings</li> <li>Competitive Insights</li> <li>Tool Building</li> <li>Enablement Technology</li> </ul>	<p><b>Sales Strategy</b></p> <ul style="list-style-type: none"> <li>Sales Plans</li> <li>Target &amp; Goal Setting</li> <li>Market Analysis</li> <li>Performance Reviews</li> <li>Sales Forecasting</li> </ul>		

Vetted experts

## Professionals in our network

<ul style="list-style-type: none"> <li>Sales Representatives</li> <li>Account Executives</li> <li>Sales Managers</li> <li>Business Development Representatives</li> <li>Sales Engineers</li> <li>Key Account Managers</li> <li>Territory Sales Managers</li> </ul>	<ul style="list-style-type: none"> <li>Sales Operations Managers</li> <li>Account Managers</li> <li>Sales Consultants</li> <li>Sales Coordinators</li> <li>Regional Sales Managers</li> <li>Sales Analysts</li> <li>Sales Trainers</li> <li>Customer Success Managers</li> </ul>	<ul style="list-style-type: none"> <li>Sales Development Representatives (SDRs)</li> <li>Retail Sales Associates</li> <li>E-commerce Managers</li> <li>Solutions Sales Specialists</li> <li>Technical Sales Engineers</li> <li>Sales Support Specialists</li> <li>Direct Sales Representatives</li> </ul>	<ul style="list-style-type: none"> <li>Sales Team Leaders</li> <li>Relationship Managers</li> <li>Sales Directors</li> <li>Channel Sales Managers</li> <li>Sales Enablement Managers</li> </ul>
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Case studies

## Don't just take our word for it

<p>Blackbear helped us tremendously in formulating our latest business plan. The Solver perfectly understood our needs and expectations and displayed a high degree of professionalism and expertise in delivering a valuable result for our team.</p> <p><b>Bjorn Lehembre</b> Sales Director</p>	<p>We received outstanding support from the Solver and blackbear's Project Consultants for work on our ambassador program — highly professional, proactive and focused on getting the job done well and on time.</p> <p><b>Giacomo Bellisi</b> Product Marketing Specialist</p>	<p>With the help of blackbear, we generated an excellent competitor analysis. The Solvers were easy to work with and proactive with ideas for improvement, delivering a thorough and top-quality project.</p> <p><b>Confidential user</b> Product Marketing Manager</p>
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Types of work

## Get work done on your own terms

<p><b>Short Assignments</b> In case you need an extra pair of hands for a short assignment like research, data validation or strategy.</p>	<p><b>Temporary Roles</b> For when you need additional capacity or a specific skill set for a set duration or a few hours per month.</p>	<p><b>Projects</b> Don't let complexity intimidate you! We find the skills you need and help you execute large projects, start to finish.</p>
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## Meet your flex-work needs

Want to explore how our extended workforce solution can support your sales team more concretely? Talk to one of our experts, no strings attached.

[Get in touch →](#)

