

Leaders in Sales Execution

Since 1994, forward thinking companies like Frito-Lay, Johnson & Johnson, Vincor International, Quaker Tropicana Gatorade, Hilton Hotels, Schick-Energizer and Bausch & Lomb have been calling on Optimé International to achieve superior sales execution with customers.

Optimé
International



Sales Effectiveness Consulting

Optimé's established consulting practice has completed several large enterprise-wide restructuring efforts delivering significant business results. Our customized approach is proven to deliver Blue Chip output at point of strategy and execution - ensuring you have the right people, doing the right things in the right structure with the right go to market strategies to win with customers.

How We Work with You

Highly Customized - Optimé's consulting and training solutions start from where you are today to get you where you want to go.

Highly Collaborative - we value your management team and recognize the key role of your leaders from the first to the last step we take together.

Highly Skilled Practitioners - we bring a set of skills and in-depth operational experience that sets us apart from other firms.

Clear Measures - we work with you to develop a unique score-card based on your key business deliverables.

Action Oriented - we believe in getting you to practical execution as quickly as possible.

Sales Training & Development

Optimé's sales training and development practice has designed and delivered practical solutions to drive the performance of over 50,000 sales professionals. We assist you in formalizing your sales training and development approach to rapidly build the necessary skills that lead to sustained performance. All Optimé training programs are designed with your KPI's in mind.

Our Sweet Spot: Helping Companies Achieve Flawless Execution with Retail Customers

Our capabilities are particularly well suited to companies who sell to large, sophisticated retailers. We have a deep understanding and applied knowledge of how a Sales Organization can achieve breakthrough results in this highly competitive environment.

We are looking for a few good companies to add to our roster of Blue Chip clients.

To discuss your situation and aspirations with us, please contact us directly toll free at 1-866-759-2053, by email at info@optime.com or visit our website at www.optime.com