



SALES FOCUS

INTELLIGENT SALES OUTSOURCING

www.salesfocusinc.com

ADVANCED TISSUE

HEALTHCARE

CLIENT DESCRIPTION

Advanced Tissue was a national leader in wound care supplies located in Little Rock, Arkansas. The company specialized in the production of patient-specific wound care packages, shipping more than 200,000 each month to residential clients and healthcare providers throughout the United States.

CUSTOMER REQUIREMENTS

Advanced Tissue needed trained sales professionals to perform outreach to healthcare clinics across the United States via CRM software and phone calls.

SALES FOCUS INC. SOLUTIONS

Sales Focus developed and implemented a results-driven sales process with organized reporting for Advanced Tissue. From there, SFI hired, trained, and managed six sales teams across Maryland, Virginia, New York, New Jersey, Ohio, Pennsylvania, the Northeast, and Southern California dedicated to Advanced Tissue's sales success.

RESULTS

The six sales teams SFI developed for Advanced Tissue exceeded quota by 17% across the board.