

CLIENT CONSULTATIONS ON PRODUCTS & SERVICES

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: I SELL THROUGH EXPERTISE, NOT PRESSURE

I quickly immerse myself in your product, technology or service — and consult clients like an in-house specialist. I don't read a script; I dig into the details: specifications, advantages, limitations, use cases, differences from competitors. The client gets not a "salesperson" but an expert who helps choose the optimal solution for their task. This builds trust, removes objections, and accelerates the deal. Every consultation is logged in CRM: client questions, pain points, objections, next step.

2. WHAT I DO

Skill	How It Works
Product Immersion	In 3–5 days I study your product/service: documentation, cases, competitors, typical questions. Ready to consult at the level of an in-house specialist.
Solution Selection	I listen to the client's task, select the configuration, plan or package. I don't "push the maximum" — I offer what solves the task. Clients appreciate this and come back.
Objection Handling	"Too expensive," "I'll think about it," "competitors are cheaper" — I address these through facts, comparisons, total cost of ownership calculations, case studies. No pressure, through arguments.
Technical Consultation	I answer questions about specifications, compatibility, implementation, timelines. If I don't know — I quickly find the answer from your team and return to the client.
Consultation as a Funnel Stage	Every consultation is a step toward a deal: need discovery, value demonstration, next step commitment. Not just "answered a question" — moved the client down the funnel.

3. PROCESS: FROM CLIENT REQUEST TO DEAL

- Immersion (days 1–5): Study product, documentation, cases, competitors, typical objections. Conduct test consultations with your team.
- Request Intake: Inbound calls, website leads, email replies, chats — I work through your channels, like an in-house employee.
- Need Diagnostics: In 5–10 minutes I clarify the client's task, budget, timeline, selection criteria. Qualify: hot, warm, informational.
- Expert Consultation: Select a solution, explain advantages, compare with alternatives. Answer technical questions, remove doubts.
- Commitment & Next Step: Proposal, demo, meeting, trial period — always a specific next step with a date. Logged in CRM.
- Follow-Through & Close: Scheduled follow-ups, handling delayed decisions, repeat consultations until deal close.

4. WORK FORMATS

Format	What You Get
Inbound Processing (full day)	Receive and consult inbound requests: calls, leads, chats. Qualification, solution selection, proposals, follow-up.
Warm Lead Consultations	Work through warm lead database: repeat contact, need clarification, personalized selection, close to deal.
Product Expert on Project	Immersion in complex product or project. Pre-sales level consultations: technical questions, ROI calculations, comparisons.

Ready to discuss your challenge. Reach out and I will respond personally.

Vladislavs Mamonovs

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Format	What You Get
Sales Team Support	Help your managers: handling complex requests, preparing argumentation, joint calls with clients.

5. WHY IT WORKS

Clients don't buy from people who "sell" — they buy from people who help solve problems. A manager who understands the product and speaks the client's language closes faster and at higher ticket. I don't recite a price list — I hear the task and find the solution. This produces higher consultation-to-deal conversion than line managers, and builds loyalty: the client remembers being helped, not "sold to."

Problems I solve:

- Managers don't know the product — answer in templates, lose complex clients
- Inbound leads are processed formally — no solution selection, no expertise
- Clients leave to "think" and don't return — no follow-up system after consultation
- Complex product — managers can't answer technical questions
- No pre-sales — clients don't understand why they need your product and choose cheaper

Need a manager who will learn your product and sell through expertise? Bring me in — in 5 days I'll immerse myself in the product, start consulting clients and closing deals. I work in parallel with your team, log everything in CRM. Don't need me — disconnect without risk. Your clients deserve an expert, not an answering machine.

Ready to discuss your challenge. Reach out and I will respond personally.

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