

# THE CENTER FOR SALES STRATEGY

95%

74%

36%

## BY THE NUMBERS

From 2016-2017

### ABOUT THE CENTER FOR SALES STRATEGY

**35**

People

**16**

States

**7**

Average Number of Years Someone Has Worked at CSS

**255**

Total Years in Sales and Sales Leadership our CSS Consultants Have

**25.5**

Average Number of Years in Sales and Sales Leadership Experience of a CSS Consultant



### ABOUT OUR CLIENTS

**73**

Clients

**353**

Markets

**5**

Number of Years the Average Client Has Been With CSS

**84%**

Average Client Retention Rate

**5,860**

Number of Sales People We Work With

**1,818**

Number of Sales Managers We Work With



From 2016-2017

### TALENT AND COACHING

**8,009** Total Interviews (Sales and Management)

Total Sales Talent Interviews  
**1,814**

Total Online Sales Talent Interviews  
**5,714**

Total Profit Center Management Interviews  
**481**

**7,528**

Total Sales Interviews

**1,993**

Total Feedback Calls

**280**

Total Personal Feedback Calls



### TRAINING

**104**

Number of Live Workshops We Have Led

**4.85** out of **5**  
Average Workshop Rating

**1,127** Number of People That Attended a Live Workshop

Total Talent Focused Management Participants **254**

Total How Selling Challenge Participants **233**

Total Digital Sales Accelerator Participants **447**

Total Digital Sales Accelerator 2.0 Participants **193**

**2,709**

Number of Salespeople Trained Online

**821**

Number of Items in the Resource Library



Since 2014, we have helped our clients generate a total of **\$17,010,948** in new digital revenue as a part of the Digital TargetDrives that follow our Digital Workshops.

That is an average of \$261,707 per Digital TargetDrive!

*The Center for Sales Strategy - Turning Talent into Performance!*

THE CENTER FOR SALES STRATEGY



[www.thecenterforsalesstrategy.com](http://www.thecenterforsalesstrategy.com)