

# Consultancy Sales Process

Haman Fvnta



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## Business and Organisational Consulting – Sales Process

### ▶ 1) RFP HF Online

Fill in the contact form and tick the RFP box entering a few lines about your area of interest for improvement to your business.

### ▶ 2) Meet on Client Site

A consultant will contact you and arrange a visit to your site to discuss your area of business improvement. This is crucial for understanding your unique context.

### ▶ 3a) Written Proposal

A written proposal with engagement options, pricing and T's & C's will be provided. Your decision point on a direction for working together.

#### **3b) Written Decline to Propose**

Occasionally, we will decline to propose if we feel we are unable to best provide the service you will require. We will always try to suggest other courses of action.

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## Business and Organisational Consulting – Why This Way?

### ▶ Legitimacy:

Organisations that have real strategic ambition are professional about how they conduct business in keeping with the highest standards of ethical leadership, law & corporate governance.

### ▶ Integrity:

You know at each stage how our business relationship will progress and grow positively.

### ▶ Quality:

The highest standards of quality are crucial for the best organisations, from efficiency and effectiveness to service and product. Formal methods and processes are the most basic step for high quality standards to be achieved and maintained.

# Business and Organisational Consulting



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- ▶ **READ-** <https://hamanfvnta.wordpress.com/>
- ▶ Make contact now for an informal discussion, request for proposal or just to catch up on the latest insights.