



Technical Sales Consultants, LLC is a small and agile consulting firm based in central Maryland, USA. The company was founded by David A. Jarvis, Ph.D., who has years of experience in the pharmaceutical, biotechnology, and tools industries, and a track record of improving performance in sales service and marketing organizations.

Dr. Jarvis earned his undergraduate degree in Chemistry at the University of North Carolina at Greensboro and his Ph.D. in Biological Chemistry at Duke University. He has held executive level technical, sales and marketing positions in both the pharmaceutical and biotechnology industries, with GlaxoSmithKline, Life Technologies, Invitrogen and Procognia. He has particular interests in the areas of organizational process improvement and the adoption of transforming technologies in organizations.



Technical Sales Consultants LLC

"Assess, Train, Implement and Monitor"



Are you ready to hire a sales force for your technology company? Or would you like to improve the effectiveness of an existing one? If so, we'd like to help. Please contact us for a free consultation.

Our Mission

We help chemical, biotechnology, pharmaceutical, and life science companies increase revenue and profit by improving sales effectiveness

David A. Jarvis, Ph.D.

Technical Sales Consultants, LLC

www.techsalesconsultants.com

www.footnotes.techsalesconsultants.com

info@techsalesconsultants.com

+1 (301) 606 5154

Consulting Areas of Expertise

- Sales Process Design for Technology Companies
- Improving Sales Force Effectiveness
- Sales and HR Management
- Customized Sales Best Practices for Technical Products and Services
- Sales Admin Automation and Customer Relationship Management
- Sales and Marketing Strategies for Technical Markets
- Sales and Marketing Synergy
- Incentives and Variable Compensation
- Hiring the Right Skills at the Right Times
- Sales Force Structure

Customized Training Programs

- Get Your **Technical** Point Across
- Life Science Sales Skills
- Sales Skills and Tactics for Technical Markets
- Train the Trainer
- Facilitation Skills
- Time & Territory Management
- Computer Skills and Tools
- Sales + HR Management Accelerate Results
- Defending Price™ in the Life Science Industry

Get Your *Technical* Point Across!

Nowhere is it more difficult to get your point across than when presenting a technical subject to people who are expert in different disciplines than your own. Whether you are an entrepreneurial CEO, a research scientist, or a technical sales person, you will benefit from learning to make your message clear, concise and interesting to your audience. You will get funded more often, close deals quicker and get more done. Among the topics covered are:

- Asking for what you want
- Understanding your audience
- Finding a hook
- Planning your strategy
- Eliminating jargon
- Dialogue vs. monologue

Contact us today to book this valuable workshop at your company or to join a public session.