

Methodologies and Tools

Impact Your Business Results

We use our **5-STEP model** to structure our projects:

1. Analysis to define what works well and what needs to be improve in priority
2. Consultancy to design the right solution in order to reach the common objectives
3. Training to improve capabilities, competences, skills
4. Implementation to change the sales routines
5. Consolidation to assure the expected results

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Every year Mercuri International empowers companies in over 50 countries to achieve sales excellence. We serve our clients both locally and globally with customized solutions and industry expertise. We grow profit through people, providing the tools and processes to tackle any sales challenge.

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