



Human Capital - Telecom Consulting

fact sheet

TelForce Business Development Services

TelForce Group is a provider of professional services, consulting services, human capital, industry talent and technology and project solutions to the communications industry. Our business development services are integrated directly into our clients' business operations to positively impact top line revenue so that you can stay focused on running your business and managing your day to day operations.



Five Ways TelForce Can Help You Grow

Keeping more of your current customers is key to your growth; your business will not thrive if your core is shrinking. Smart businesses find new growth segments before their competition does. TelForce understands the industry big picture, and can help you tap into emerging markets as they appear. In addition, we will show you how to create value that will drive the competition away, while keeping you informed about neighboring markets that could become your next revenue stream. Finally, our experts can show you how to acquire new business in unrelated markets and guide you in evaluating the risks and rewards that come with this type of venture.



Problem

Lack of sales success is the single most prevalent problem in business the world over; one that can most often be attributed to a lack of intelligent, focused, sales-related activity. The risks of hiring in-house business developers are many – and while high cost is near the top of the list, low sales productivity can close entire divisions, threatening even the business itself. Sustainable business development requires just the right balance of in-depth knowledge of your market combined with the talent to close the deal – not something most salespeople can produce. Finally, outsourced solutions are scalable; we're there only when you need us.



Solution

TelForce provides business development solutions to some of the largest public and private companies in the world. Working with top-level executives at companies such as Alcoa, Adecco, KBR and Andrew Corporation, TelForce principals have produced more than \$200 million in sales the past thirteen years. Ron Deese, TelForce President and Founder, has high level contacts at the supply chain level from wireless carriers, OEM, DAS, DC Power and many other vertical markets.



What Our Clients Say

"Ron's 30-plus years experience in Telecom – combined with his ability to sell at the executive level – brought top line results to my business. He is high energy, detailed, professional, and results driven. I would recommend Ron for any Business Development initiative or Professional Staffing requirements."
- Donn Peterson , Vice President & General Manager Andrew Corporation



Put Us to Work For You

TelForce has the solutions you need today to improve your business performance. Starting with a six-month retainer, we can show you where the opportunities lie that will help you take your business to the next level.



Wireless • Wireline • Enterprise • Security • OEM • CLEC • ILEC • RBOC • Broadband/CATV • Carriers • DC Power
Public Safety • FIOS Installation • Staffing • Utilities • Railroads • Government • DAS • Technical Training

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