



Technology and
Management
Solutions

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For Immediate Release

Technology and Management Solutions Offers Sales Force Development Services
Management consultant's proven system evaluates and improves sales force

Boulder, Colo. (April 2, 2009) – Technology and Management Solutions, LLC, a Boulder-based management consulting firm headed by Theresa M. Szczurek has added new sales force development services to its practice. These services help businesses continue to grow sales revenues even in challenging times.

In response to client demand, TMS is now helping a number of firms build their sales strength. The new services are based on a proven system of sales force development provided by the Objective Management Group Inc. (OMG), augmented with the business growth, coaching, and customer delight programs of TMS.

TMS is offering comprehensive sales organization evaluations, sales person and manager assessments, candidate screening to recruit A players, help in establishing a clear sales plan with goals and process, sales development training, and coaching to hold the sales team accountable.

“The sales approach that worked during boom days just won’t cut it today, when times are tough,” Szczurek says. “You need a sales process that consistently moves leads to qualified prospects and onto closed accounts. You need a sales force that’s up to that challenge.”

OMG’s Comprehensive Sales Force Overview provides an unbiased, objective evaluation of the strengths and weaknesses of sales organization, which TMS uses to analyze the effectiveness of your company’s sales force and its processes / systems, including how it compares with others.

Using the results, TMS recommends and helps implement actions needed to improve your sales team, including adding more training and development, updating hiring criteria, improving sales management, and other programs.

To recruit top-notch talent, Szczurek uses OMG’s Express Screens, a tool that provides accurate insights into potential candidates, making it easier to identify and hire winning salespeople.

Objective Management Group Inc. (OMG) is the pioneer and industry leader in sales force evaluations and sales candidate screening. Spearheaded by leading sales industry expert, Dave Kurlan, OMG’s products and services help companies measure sales effectiveness, execution and potential. See www.objectivemanagement.com.

Technology and Management Solutions, LLC (TMS), a management consulting firm, offers strategic planning and execution, market and sales development, people and process alignment, and ongoing performance improvement that provides firms a positive triple bottom-line impact with economic, environmental, and social benefits. Using principles she teaches, Theresa M. Szczurek, Ph.D., founder and CEO, grew her previous company from \$0 to where it was sold for over \$40 million in less than six years. TMS helps organizations, teams, and individuals grow to new heights by igniting their passion, aligning it with a meaningful purpose, and pursuing it relentlessly with a plan as a means to produce extraordinary results. Szczurek is also a professional speaker and author of the Amazon bestseller *Pursuit of Passionate Purpose*, in which she provides her proven, step-by-step formula for success. Visit www.TMSworld.com, www.RadishSprouts.typepad.com, and www.PursuitofPassionatePurpose.com or call 303-443-8674.

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