

# LasAmericasSales



## Who we are

Las Americas Sales, (a sub-division of Las Americas Media) is a worldwide network of seasoned sales and business development executives focused on accelerating growth for early and mid-stage companies and their venture capital partners. We assist our clients in achieving success through a suite of services designed for each stage of development. With several years of experience in growing companies, and a network of established relationships with several firms across different verticals, Las Americas Sales is the premier provider of growth strategy and execution services for companies positioning to lead their industries.

*Accelerating revenues for your company*

## Las Americas Revenue Acceleration

**Las Americas Sales'** Revenue Acceleration Services are designed to compress time to market for companies by leveraging a large network of sales and business development executives across different verticals and sectors:

**Go-To-Market Planning** – Position for market leadership! Identification of target customers and market segments, product pricing, competitive positioning, 'packaging', and feature set analysis.

**Direct Sales Acceleration** – Acquire the immediate ability to access key geographic and vertical markets at a fraction of the cost of developing an internal direct sales force. A team of experienced sales professionals with existing relationships in your target markets will become a part of your team, and sell your product/service directly to customers.

**Channel Strategies** – Develop and execute new sales channels, including value-added reseller (VAR), system integrator, and technology alliances.

**Sales Executive in Residence** – A seasoned VP Sales will become a part of your team to accelerate execution of the sales plan. Simultaneously, Las Americas Sales' will work to find an executive to permanently fill the role.

## Our Expertise

**Las Americas Sales** is a nationwide network of senior executives experienced in founding and leading firms such as LatAm Alternatives, Citigroup, Pioneer Investments, Falcon Americas Group, Townsend Analytics, Credit Agricole, Morgan Stanley, Daiwa Securities, Indosuez Bank, Henin Bank, Wafa Bank, ICAP, Bovespa, Banco Popular and more

LatAm Alternatives

Citigroup

PIONEER Investments

FALCON AMERICAS GROUP

Townsend analytics

CRÉDIT AGRICOLE

Morgan Stanley

Daiwa Securities Group Inc.

INDOSUEZ PRIVATE BANKING

Attijariwafa bank

ICAP

BOVESPA São Paulo Stock Exchange

## Benefits of Working with Las Americas Sales

- Reduced time to market
- Increased and more rapid realization of revenues
- Lower cost than deploying a direct sales force
- Increased product awareness among key constituents
- Avoidance of mistakes by leveraging the experience of the Las Americas Sales team

## Contact us

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