



Technical Sales Representative (Commission Sales)  
(Non-Employee Referral and Sales Position)

1-08

Rep Name: \_\_\_\_\_

1. Contact prospects by phone, mail, or otherwise to determine interest in the SpectraVision. Determine their overall interest, desire and need for the technology. (Only call the SpectraVision - Technology not a MACHINE!)
2. Provide and schedule demonstrations of the product's capabilities. Answer questions or get help when needed by asking for Technical Support. (Web Demos available by Joda.)
3. Email or Fax the Client Summary Sheet Supply Email, Phone Number, and Physical Address to Veridia.
4. Follow Up with the prospect. Pre-Close the prospect. Determine their time line, and purchasing power. Let them know about training dates coming up.
5. Get them to financing if necessary. Discuss the various purchasing options as well as Section 179 IRS. Answer buying questions.
6. Begin the Sales Closing Process - Paperwork.
7. Close the deal. (Use us to help on the first three if needed)
  - a. Send Contract, Invoice, Determine method of payment.
  - b. Verify Receipt of Documents, Get Documents Signed.
  - c. Coordinate with home office about the sale.
  - d. Create New Owner Sheet/file. Fax it to Veridia
  - e. Update Sales Manager at Veridia - Put into ACT/
  - f. Set up phone time with Scott on Computer for software installation
  - g. Set up pending delivery date.
  - h. Coordinate Shipment with Home office and Mfg.
  - i. Make sure Veridia gets paid.
8. Secure a seat at training for the buyer. Give them training information and directions
9. Follow up with customer after training.
10. Get Referrals from new customer. Tell them about EMC2 and other certifications.

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