



KONICA MINOLTA



ACCELERATE SALES AND MARKETING

SCALABLE AND LOW RISK SALES AND MARKETING SUPPORT SERVICE

Giving Shape to Ideas



“IT IS VERY MUCH A CANDIDATE MARKET IN THE UK WHEN IT COMES TO RECRUITMENT. THIS MEANS IT IS EXPENSIVE AND TIME-CONSUMING TO FIND AND RECRUIT PEOPLE OF THE RIGHT QUALITY. FOR ME RUNNING A BUSINESS, HAVING RECRUITMENT AND STAFFING ISSUES IS JUST A HORRIBLE DISTRACTION.”

David Watson, Evolve

EXPAND YOUR SALES & MARKETING TEAMS AT LOW RISK

The ability to be agile and scalable is essential for any business strategy and operations department. Due to the constant volatile and changing environment we currently work in; many businesses are finding sales and marketing talent can be a costly and challenging when the return of investment may not be guaranteed.

GROW YOUR SALES AND MARKETING PERFORMANCE

With many hiring managers struggling to fill marketing and sales positions due to lengthy recruitment processes or lack of skilled candidates. Konica Minolta's outsourced marketing and sales services addresses these challenges and provides you with scalable, quick and cost-effective alternative for hiring skilled sales and marketing talent.

Are these challenges familiar to you?

- Lack of Inside Sales support to drive
 - demand generation
 - account management
 - sales pipe line
 - customer retention
 - sales administration
- Lack of Marketing talent to support
 - digital activity
 - social organise and Paid activity
 - Integrated campaigns including strategy, content and asset deliverables
- Skills gap
- Reduced hiring budgets
- Sales and marketing retention



FLEXIBLE & SCALABLE SALES AND MARKETING SUPPORT

Our team of experts can hire, and host dedicated high-performing sales and marketing talent at a fraction of the cost and time to achieve this in-house. These agents work as a fully integrated extension to your team.

- Access to high performing and degree-educated talent base
- Dedicated sales and demand generation agents - working as a functional extension to your in-house team
- Expert marketing talent matched to you specific needs -working as a functional extension to your in-house team
- Flexible contracts - support scalability and remove risk
- Significantly lower operating cost vs in house recruitment at home
- Simple & effective onboarding process for new customers & desks try outsourcing risk-free option
- Scalability – build your team up or down, as needed
- Guaranteed Service Levels & reliable high-end infrastructure
- Multilingual work force – fluent agents in English, French, Italian, Spanish, German, or Dutch
- Expert and dedicated account management for each customer

“WE NEEDED AN OUTSOURCING SOLUTION THAT WAS VERY SCALABLE AND ALLOWED US TO ADD A LOT OF PEOPLE ON QUICKLY. WE COULDN'T AFFORD TO WAIT FOR A MONTH FOR RECRUITMENT, AND ANOTHER TWO FOR TRAINING. IDEALLY, WE'D HAVE PEOPLE STARTING AT A TWO WEEKS' NOTICE. WE HIRED 15 PEOPLE WITH KONICA MINOLTA IN TWO WEEKS. WE DIDN'T BELIEVE THAT WAS GOING TO WORK BUT IT DID. NOW WE HAVE 23 AGENTS WORKING FOR US AND THERE HAVE BEEN NO COMPLICATIONS AT ALL. THAT'S BEEN THE BIGGEST WIN FOR US.”

Dan Rose, CEO of Paperflow



BENEFITS OF OUTSOURCED SALES AND MARKETING SUPPORT



Significantly lower operating cost vs in house recruitment at home



Every trusted partnership we have, is earned through the results we deliver and consultative advice we provide.



Fast and easy onboarding process



Scale operations up or down at speed. Dedicated agents - working as a functional extension to your in-house team



Quick, reliable and cost-effective alternative for hiring and operating high performing sales and marketing talent



Increase performance to drive business forwards

WHY WORK WITH US

PROVEN TRACK RECORD

We have over 30 years' expertise and customer successes in the delivery of outsourced and managed services as well as solutions for process automation.

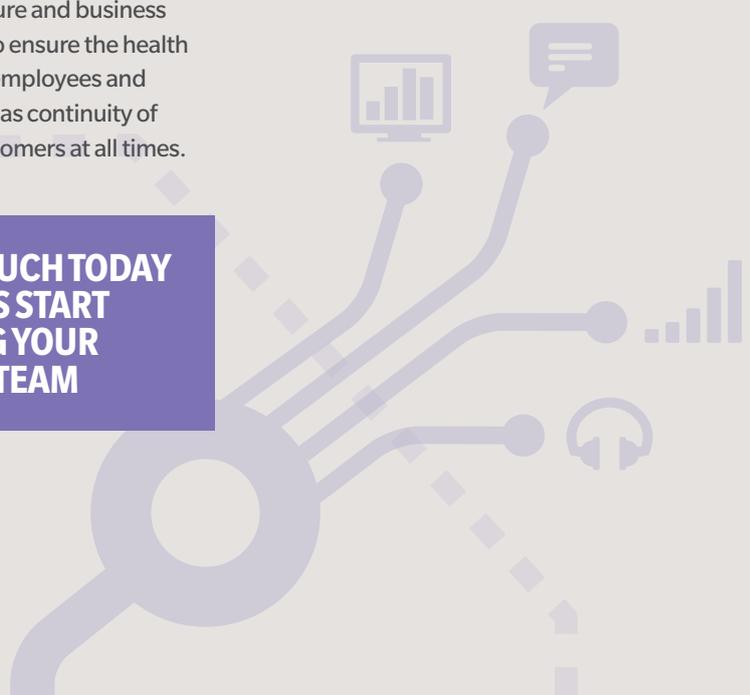
DEPTH & SCALE IN OPERATIONS

Our service delivery operation and managed facility centre in Sofia now has over 300 agents across over 20 shared & dedicated help and service desks supporting customers across the UK and Europe. We use the operation ourselves as well - In fact our service delivery centre is now at the heart of Konica Minolta's internal operations across the UK and Europe.

ROBUST INFRASTRUCTURE AND BUSINESS CONTINUITY MECHANISMS

Our fully managed service centre has robust infrastructure and business continuity plans to ensure the health and safety of our employees and customers as well as continuity of service to our customers at all times.

GET IN TOUCH TODAY AND LET'S START BUILDING YOUR PERFECT TEAM





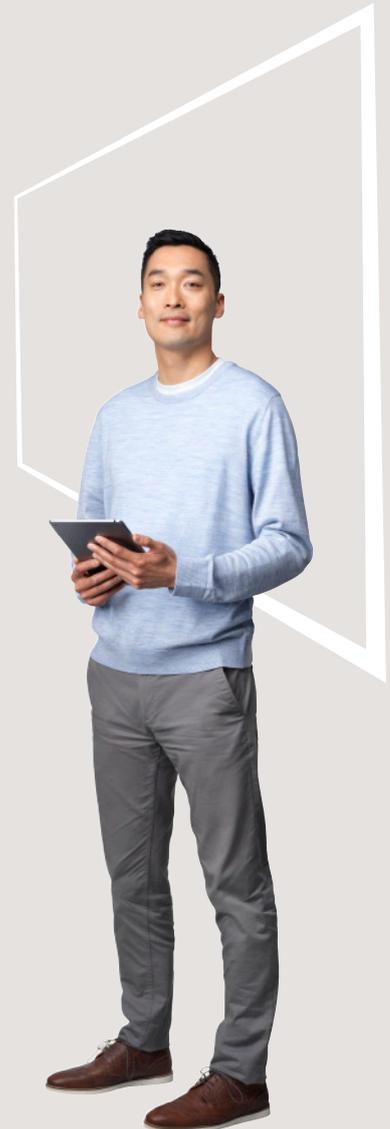
KONICA MINOLTA

SUCCESS THROUGH PARTNERSHIP

We take pride in the relationships and trust we have built with our customers. We focus on being a strategic growth partner with one mission – helping our clients' businesses achieve sustainable and scalable growth through optimising process in a cost-effective way.

THINK GLOBAL, ACT LOCAL

Konica Minolta UK, is part on Konica Minolta group, a £6 Billion global organisation with over 20,000 customers in the UK alone. This provides us with the perfect combination of global scale, depth, reach, security, as well as expertise in outsourcing and managed services.



LET'S TALK

Get in touch and talk to one of our professionals today about how Konica Minolta and our expert team can help your business enjoy the benefits of digital transformation of your print services:

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