



Focus on what matters

The sales leader's guide to
on-demand staffing

weploy™

What is on-demand staffing?

On demand staffing gives organisations and business leaders the ability to hire quality contract workers for as little as four hours only when the need arises.

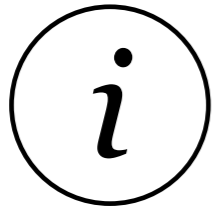
For sales leaders, this flexibility allows your teams to focus on the selling, with their manual tasks and process duties outsourced.



In the new world, it is not the big fish which eats the small fish, it's the fast fish which eats the slow fish.

Klaus Schwab

Executive Chairman, World Economic Forum



Salespeople say their biggest challenge is spending too much time on admin and non-selling activities



Increasing productivity with micro-projects

Sales targets continue to increase but there's a continual struggle to keep them focused on revenue generating activities. Research shows your team spends only a third of their time selling.

There is a unique opportunity for sales leaders to reduce the admin burden on their teams by outsourcing admin based tasks. This not only increases productivity but also employee engagement.

Stay focused on what matters...

The three top challenges for high performing sales leaders



New customer acquisition



Securing sales talent



Customer retention and growth

How Weploy helps Sales teams

Weploy is the only on-demand staffing platform that guarantees the **quality of temporary staff** so you can focus on the tasks that matter most to the business.

All Weployees undergo an extensive six stage vetting process that uncovers the best business support talent Australia has to offer.

Weploy Vetting Process



Phone Screen



Skills Test



Cognitive Test



Psychometric Test



Face to Face Interview



Police and work right checks



How Weployees give sales team more time...



Data Entry

- Building lead lists
- Input contacts in the CRM
- Update contact & account records

Data Enrichment

- Find executive contacts for key accounts
- Enrich company data in the CRM
- Data cleaning projects

Appointment Setting

- Calling warm leads
- Scheduling appointments
- Booking venues

Content Sourcing

- Filing marketing content for easy access
- Downloading market reports
- Sourcing key account annual reports

Market Research

- Map event landscape and key dates
- Find statistics and quotes
- Curate content from relevant sources

Social Media

- Posting content
- Connecting with decision makers
- Reviewing competitors





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