



SALES AND SUPPORT PROGRAMS

Success doesn't just happen. We know that selling to teachers and administrators requires insightful strategies, compelling ideas, and the flexibility to respond to change. We've been selling to educators and helping them use products and programs on behalf of our clients for more than 30 years.

You can rely on our insider's understanding of the Pre-K-20 education market to customize and implement an inside sales or sales support program to help you increase sales, build customer loyalty, and measure the results that matter to you.

Knowledge connects sales and support programs with your goals in the education market.

Do you need to:

- Gain access to the education market quickly?
- Generate and qualify leads for your sales team?
- Drive product or program utilization?
- Provide help desk support for online programs?
- Improve customer service response rates?
- Expand opportunities for upselling and cross-selling?
- Outsource sales and support services?
- Nurture warm leads through the sales funnel?
- Communicate more frequently and effectively with your customers?

MMS can help. Working with MMS, you'll have a turnkey, seamless, and coordinated inbound and outbound inside sales team dedicated only to your program to build the ongoing one-to-one relationships that are critical in the education market.

Contact Connie Schofer, VP Sales and Outreach for a complimentary consultation and to learn how MMS Education can provide the people, management, and know-how to help you get it done.

Call Connie at 800-523-5948 ext. 3128
Email Connie at cschofer@mmseducation.com
www.mmseducation.com

[Learn more >](#)



MMS Education helps for-profit and not-for-profit clients make a difference in schools.

Current and recent clients include:

Disney Educational Productions
Pearson
Teaching Strategies Inc.
Ten80 Student Racing Challenge:
NASCAR STEM Initiative

We can also help in these other areas of expertise:

- Market Research
- Marketing and Communications
- Outreach Programs
- Information Management

Enhancing Customer Lifetime Value

Reach • Acquire • Convert • Utilize • Retain

Let MMS Education optimize your ongoing connection to customers. We can provide the additional resources, expertise and information management you need to increase sales and build customer loyalty.



MMS Education offers you more ways to help you reach, engage, and measure impact in the education market.

Sales Support Services

- Generating and qualifying leads
- Providing help desk services for customers and free-trial users
- Providing “First Responder” services to share product information and develop leads
- Conducting calling campaigns for product roll-out, alerts, renewals, and upsales
- Providing multi-channel sales support
- Providing tech support
- Managing social media communities
- Conducting online product demonstrations
- Providing product training for current and new users
- Generating event registration and participation
- Recruiting for pilot programs
- Processing orders
- Providing valuable market feedback
- Soliciting customer/user feedback
- Staffing and support for trade shows

Direct Sales Services

- Customized client-dedicated programs
- Utilizing phone, email, and social media
- Developing and closing new sales
- Conducting webinars and online demonstrations
- Up-selling and renewing existing accounts

Call **Connie Schofer**,
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