



 **Valience**
Partner Program



We Partner with and represent top construction product and service companies and sell and market to commercial, industrial, and institutional clients nationwide.



- Create profitable business opportunities.
- Develop long-lasting client relationships.
- Sell construction products and services.
- Manage business development programs.

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- The background of the slide is a photograph of two men in a construction setting. The man on the left is older, with a white beard, wearing a yellow hard hat, a white shirt, a grey tie, and an orange safety vest. He is holding a large sheet of paper. The man on the right is younger, wearing a white hard hat, a blue and white plaid shirt, and a yellow safety vest. He is looking at a smartphone held in his hands. The image is dimmed to allow the text to be visible.
- Account Management
 - BD Management
 - Dealer Networks
 - Event Representation
 - Valience Associates
 - Lead Generation
 - Market Intelligence
 - Marketing Services
 - Prospect Nurturing
 - Sales Management
 - Sales Rep Networks
 - Sales Presentations
 - Sales Representation
 - And more...

Over 65% versus cost of sales employees.
Over 70% versus cost of BD managers.
Over 20% versus cost of manufacturers reps.

Partner Benefits



- Over 30 years of construction industry business development experience.
- All the benefits of business development managers and staff without employee costs.
- Immediate access to industry business development experts without hiring costs.
- Most cost-efficient way to obtain experienced business development support.
- Structured, well-managed business development programs and processes.
- Improves business development effectiveness and efficiency.
- Attract and retain more profitable clients and project opportunities.
- Customized business development solutions and support.
- Local, regional and national sales representation.
- Expert account management for better customer lifetime value.
- Saves time and money launching new products and services.
- Frees up time to focus on other business responsibilities.
- Scale business development activities as needed without hiring employees.
- Ideal for companies in need of expert support with minimal budget impact.
- Augments in-house BD staff and programs.
- Start and stop anytime with no long-term commitment.



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