

**ROOF
TOP SALES**
THE BLUEPRINT FOR WINNERS



COMPANY PROFILE

SALES IS JUST A GAME OF NUMBERS

Sales is a black and white game – a game of numbers. numbers speak for itself.

From evolving customer expectations and emerging technologies in industries, businesses today are more at risk for disruption than ever before. Whether you're experiencing challenges with company sales, or lacking with selling strategy, we're here to help.

Our sales consultant can help you adapt to today's market dynamics and continue to compete no matter the threats you might be facing. We build up effective selling skills in your sales team to help companies grow. We are committed to creating change that matters.

We drive change in sales process and talent optimisation - because we know what works.



TOP 3 CHALLENGES

The impact of Covid have made business face tough times. Gone are those days where aggressive sale pitches and traditional selling strategies exist. Meanwhile many businesses has moved towards virtual selling as their part of sales processes.

Top 3 challenges that businesses are facing in the market during Covid 19

- 1.** Over 82% of businesses had a negative impact during Covid 19
- 2.** Hubspot research discovered that 72% of companies with below 50 new opportunities per month failed to achieve their revenue goals.
- 3.** It took nearly 20 calls to connect with a buyer, on average during Covid 19.

OUR CORE BUSINESS

RoofTop Sales is a Leading Sales Training, Sales Coaching and Consulting Company.

We help CEOs, Entrepreneurs and Sales Managers win profitable clients consistently, Automate Business Revenues, and equip Sales Teams with the tools for Self-Accountability & Peak Performance.

Our Sales Consultancy specializes to help Technology Companies that cater to the Global Hospitality Industry.

Every entrepreneurs need guidance from an experienced professional-one who can lead the way to success. From B2B, B2C companies we help to transform businesses with efficient knowledge on sales related method that will help them to get profitable results.

With over 2 decades of accomplished Global Sales Experience, churning over US \$100 Million in sales revenues, our team of Sales Trainers, Coaches & Consultants help C-Level Executives, Entrepreneurs and Sales Managers of Fortune 500 Companies.

Driven by hands-on practical skills, we work on actual revenue targets, actual performance, & offer bottom-line driven sales systems and processes that autopilot sales revenues – achieving predictable, measurable and consistent month on month results for our clients.



WHAT OUR FOUNDER HAS TO SAY

"Why Sales?" Sales is something you either have or you don't.

We often hear people say- "Sales is not for me." Any guesses who are the world's best salespeople? I say Kids.

Everyone is born with Sales Skills. Kids, however, large or small, know the art of getting what they want. They know exactly, "who is their customer".

Have you ever noticed a child targets different family members from different wants. They know what needs can be met from Mama, for other items (icecream, chocolates) Papas may be a better choice, and of course Grandparents are all time, any time backups for additional bonuses.

We have achieved over 100s of Million Dollars in sales for multiple global brands.

We focus to improve sales by 93.7% to make selling more fun. We have trained more than 287 companies and generated revenue more than 395\$.

RoofTop Sales is not old school, we do NOTHING academic or plain theory. Our approach is completely practical and data-driven that lead to improvements, identifying new business opportunities, better serve customers, grow sales.



OUR VALUES

How It Works

We have our five core values that we follow



Success



Accountability



Integrity

By Consistently Achieving Targeted Goals.. Be Results Driven, Overdeliver and Recognize Achievements of All

By Accepting Responsibility.. Be Dependable, Timebound and Action

By Doing the " Right Thing " .. Be Honest, Transparent and Authentic in our Approach



Fun & Practical

By Incorporating Gamified Learning.. Build Practical Skills, Changing Habits to Achieve Freedom



Excellence

By Pursuing Strategic Opportunities.. Be Creative, Develop Superior Skills and Ability

OUR VISION

Our Vision

is to create a world-renowned professional skills education for Entrepreneurs and Employees.

An impactful, practical, all-rounded education focused on skills that generate new income opportunities and financial independence.



OUR PURPOSE

Our Mission is to help businesses WIN profitable clients 'consistently', and help C-Level Executives, Entrepreneurs and Sales Leaders enjoy the stress-free time they deserve



OUR PERFECT SOLUTIONS

Our programs includes

Action to Win

(Professional Selling Skills for Sales Executives)

In this class, participants will learn essential sales skills, from controlling the conversation and asking the right questions to uncovering customer needs and adjusting the message accordingly.

Ace To Win

(Professional Selling Skills for Business Leaders & Senior Managers)

Participants will understand the responsibilities of a successful sales manager and how it differs from the role of a salesperson. Participants will explore key leadership skills that will help motivate their sales team to excellence. Additionally, participants will learn specialized sales management skills such as sales forecasting, planning, and monitoring.

Accelerate To Win

(Professional Selling Skills for Distributing Channels)

The process guides participants through setting strategic sales goals based on close analysis of the territory itself, scoring customers for their potential, applying best practice territory routing/coverage patterns, and evaluating their results.

10x Sales Mastery

(Professional Selling Skills for CEOs, Entrepreneurs, & Sales Manager)

Our 10x sales mastery program will help you to to improve your win rates and will align sales marketing and service teams to acquire profitable results for your business.

2x to 10x sales mastermind

(Professional Selling Skills for CEOs, Entrepreneurs, & Sales Manager)

Our 2x to 10x sales mastermind program will help you understand your Customer, providing a complete guide to Goal Setting for Salespeople., leveraging the power of Relevancy and many more.



MEET THE TEAM

We have got great team of like minded people who are willing to change the world with their positive mindset



Alifiya Sura
Sales Strategy Coach



Ahmed Abdulla
Performance Coach



Muhammad Asif
Chief Operation Officer

CLIENTS' STATEMENT

See what our clients have to say about us.



What Alifiya has to offer is irresistible. I am happy that I got into this program, as I got two decades of sales experience in three days. The value which Alifiya offers with this program is outstanding for the price



SHWETA MEHROTRA
Operations Manager at Al Souq



Since smoothening my sales funnel, I hardly get any objection from my prospects. Alifiya is a professional sales coach who helped me create an influential and irresistible sales pitch that started selling my services within the first week.



AHMED REHMAANI
Business Owner



She really takes you step by step! I was able to get my business automated and put my business on complete autopilot. I was fortunate that I took action and got into her program. The sales process has become a cakewalk for me.



SURYAKUMAR BACARIA
CEO



Because of the Rooftop Sales intensive 10x Sales Mastery course, I could sell my product and be consistent with it. I got nine customers in the first three weeks and sold my product giving no radical discounts.



JOSHUA LOBO
Sales Manager at Qsat Solutions



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Ping us today

And see how we can help your business grow consistently