



Publicis Touchpoint Solutions is the industry leader in executing and managing high-performing flextime teams.

WHY CONSIDER A FLEXTIME TEAM?

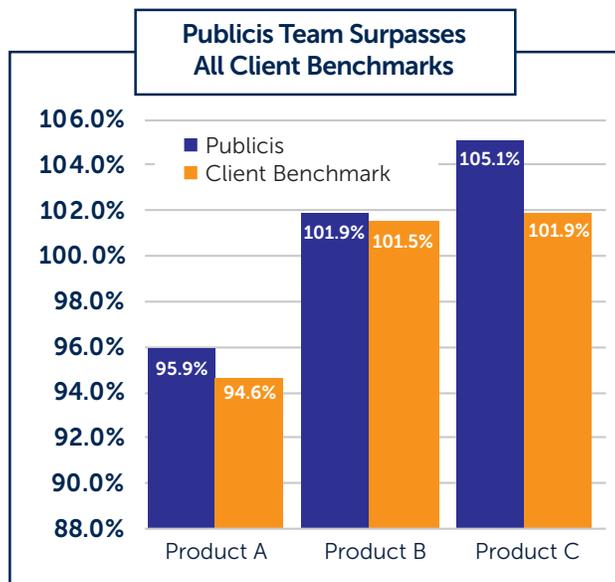
Flextime teams are composed of sales representatives who are looking for flexible work arrangements and thus typically work a nontraditional part-time schedule—usually 20 to 24 hours/week.

Flex teams provide highly experienced sales professionals, many with existing physician relationships. Flextime representatives’ commitment to the flex model translates into extremely low turnover rates.

The most compelling reason to consider a flex team, however, is outstanding results. Our flex teams have proven to be consistent high performers. The graph below shows the performance of one of our flex teams that outperformed the client benchmark on 3 different promoted products.

HOW DO WE RECRUIT FOR FLEX?

We work to create a hiring profile that uniquely fits each client’s needs. We thoroughly screen and vet candidates for their flextime commitment. We employ behavioral questioning techniques to identify sales success characteristics. Finally, we clearly establish flextime standards and expectations.



HOW DO WE MANAGE FLEX TEAMS?

Flex teams have distinctive management needs that require sales leaders who understand this unique talent pool. To ensure that each team is being managed optimally, we also employ our proprietary Flex Team Sales Manager Training Program.

Publicis Touchpoint Solutions designs and implements customized, cross-channel healthcare sales, service, and clinical teams. From in field to inside and from promotional to clinical, Publicis Touchpoint Solutions centers-of-excellence include field sales and service, live video detailing, inside credentialed sales specialists, inside sales and service, clinical health educators, and medical science liaisons.

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