



V&NTECHNOLOGY  
S A L E S

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# ABOUT US

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We are a company focused 100% on the manufacturing industries in Mexico and Latin America, our employees are self-motivated, enthusiastic and profit-oriented professionals. We pride ourselves in giving our customers the highest level of customer service and our principals the ability to leverage our strong personal relationships with each account in the territory.

Our philosophy is simple, take care of our customers and represent our principals to the highest level of our ability.

Our team has more than 25 years of experience in sales in the Mexican territory and we focus our efforts on demand creation, account management and customer service. We pride ourselves on having the knowledge of the competition in the marketplace and the key factors for success which differentiates us from the rest.



We are focused on understanding our customers' requirements and expectations when it comes to pricing, logistics and supply chain solutions. Together, with our principals, we tailor our solutions to meet their goals and ours.

Our sales professionals are highly trained and motivated and have the highest level of integrity, respect and accountability.

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# STRENGTHS

- 1 Full service over the main clusters in Mexico.
- 2 25 years of experience in the Mexican market
- 3 Engineering support for problem solutions.
- 4 National coverage in Mexico with 4 main offices
- 5 Young and professional talent within the team
- 6 Natural and close relationships with the distributors, customers and principals.

# Culture Of Excellence



VISION

01

## Sales Excellence



*High impact calls  
Solution Selling  
Quota Ownership*

02

## Opportunity Management



*Quote to Win Process  
Principals Engagement  
Commodity & Specialty Strategy  
New Customers development*

03

## Employee Engagement



*Talent Assessment & Retention  
Performance Review  
Coaching & Training  
Career Aspirations*

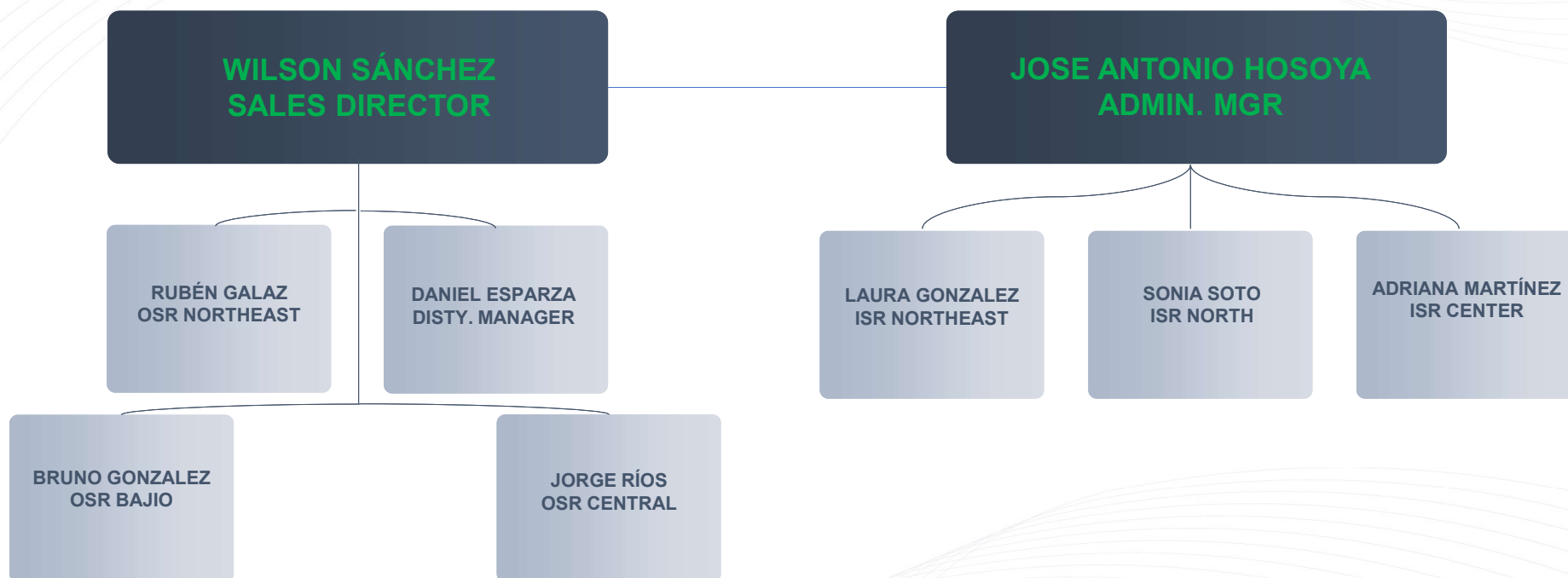
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## Customer Relationship



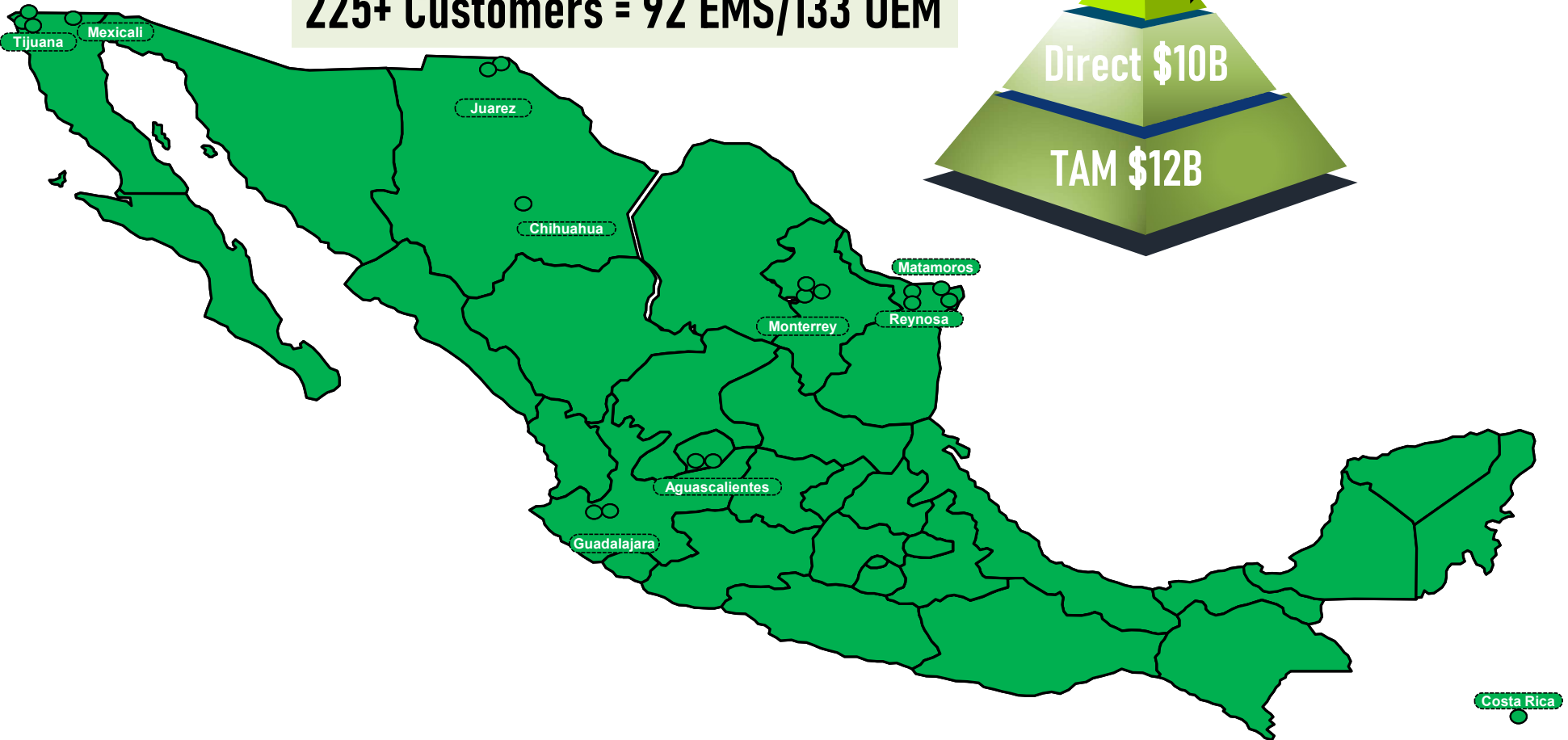
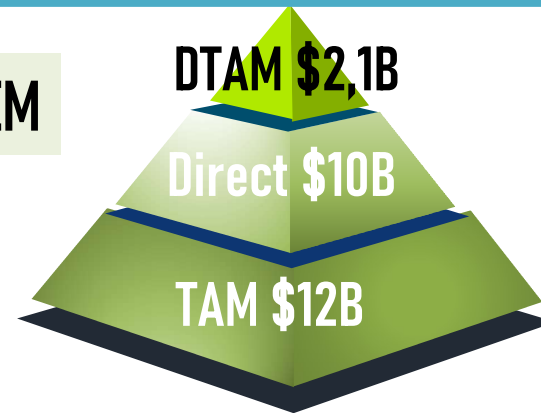
*Customer Map  
Leadership & Alignment  
Customers Business Reviews*

# VNTS ORGANIZATION

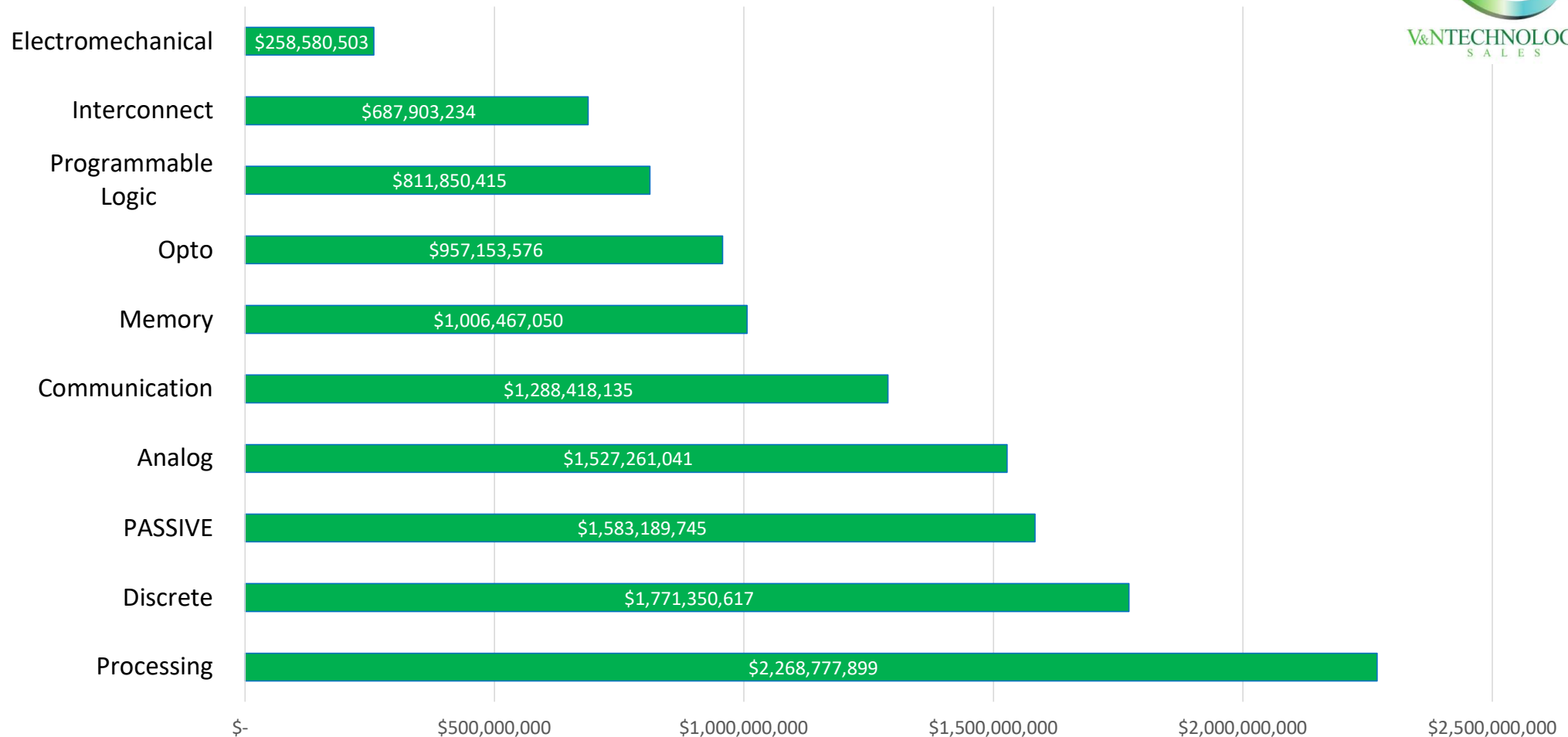


# MEXICO

225+ Customers = 92 EMS/133 OEM



# TOP 10 TECHNOLOGIES MARKET



# VNTS STRATEGY

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## ANNUAL SALES PLAN

- MAJOR ACCOUNT FOCUS
- DEMAND CREATION

## PRODUCT KNOWLEDGE

- WEEKLY/MONTHLY PRINCIPALS & MANAGEMENT TRAINING

## INTERNAL PROCESSES

- STRONG SALES TEAM
- INFRASTRUCTURE AND EXPERTISE TO SUPPORT ISR AND OSR TEAMS

## NBOs

- DRIVE GROWTH

## OEM MEETINGS

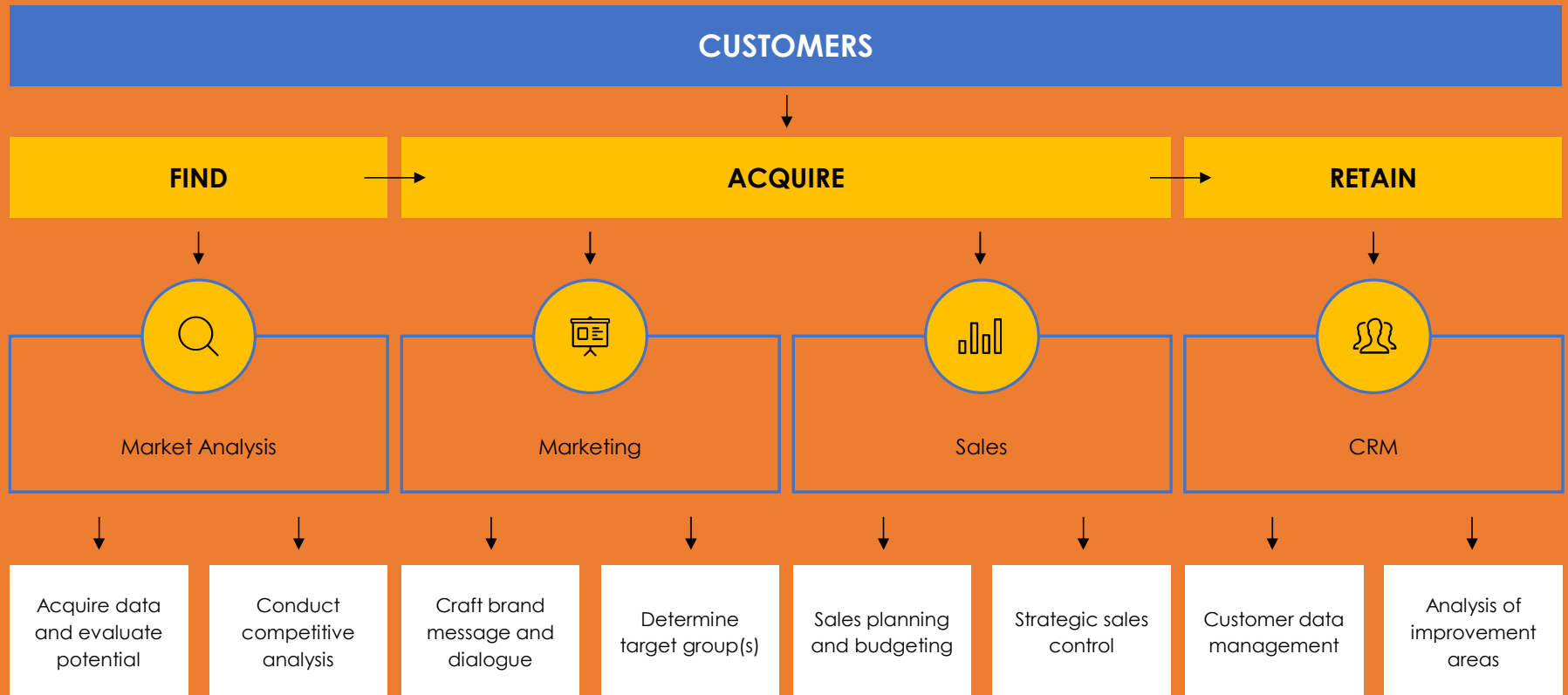
- ENGINEERING
- QUALITY – TECHNOLOGY NOT PRICE
- DIFFERENTIATE FROM COMPETITION

## REGULAR OPPORTUNITIES REVIEW

- FOLLOW UP
- IDENTIFY OBSTACLES



# SOLUTION SELLING



# PRINCIPALS



V&N TECHNOLOGY  
SALES



**Buell**  
Automatics  
Since 1966



**ARROW**  
MANUFACTURING CO.  
Precision Springmakers Since 1951.

*Specialty Screw* CORP.



MCWONG



**ESSENTRA**  
COMPONENTS

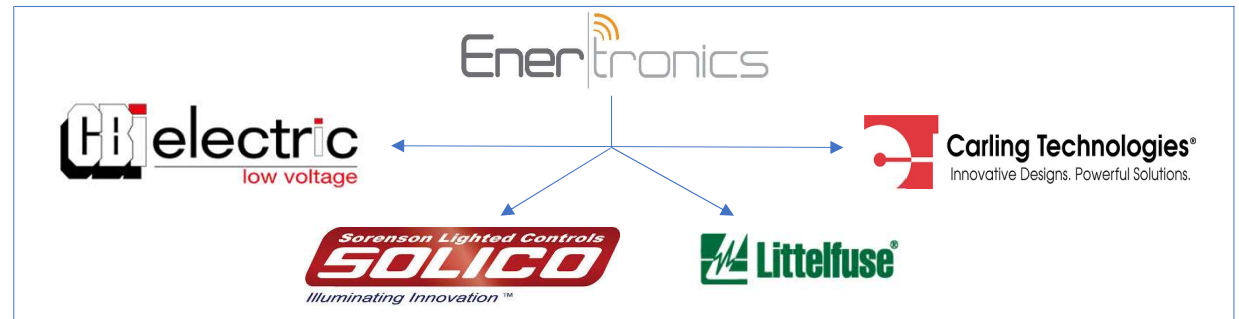


**LARSEN**

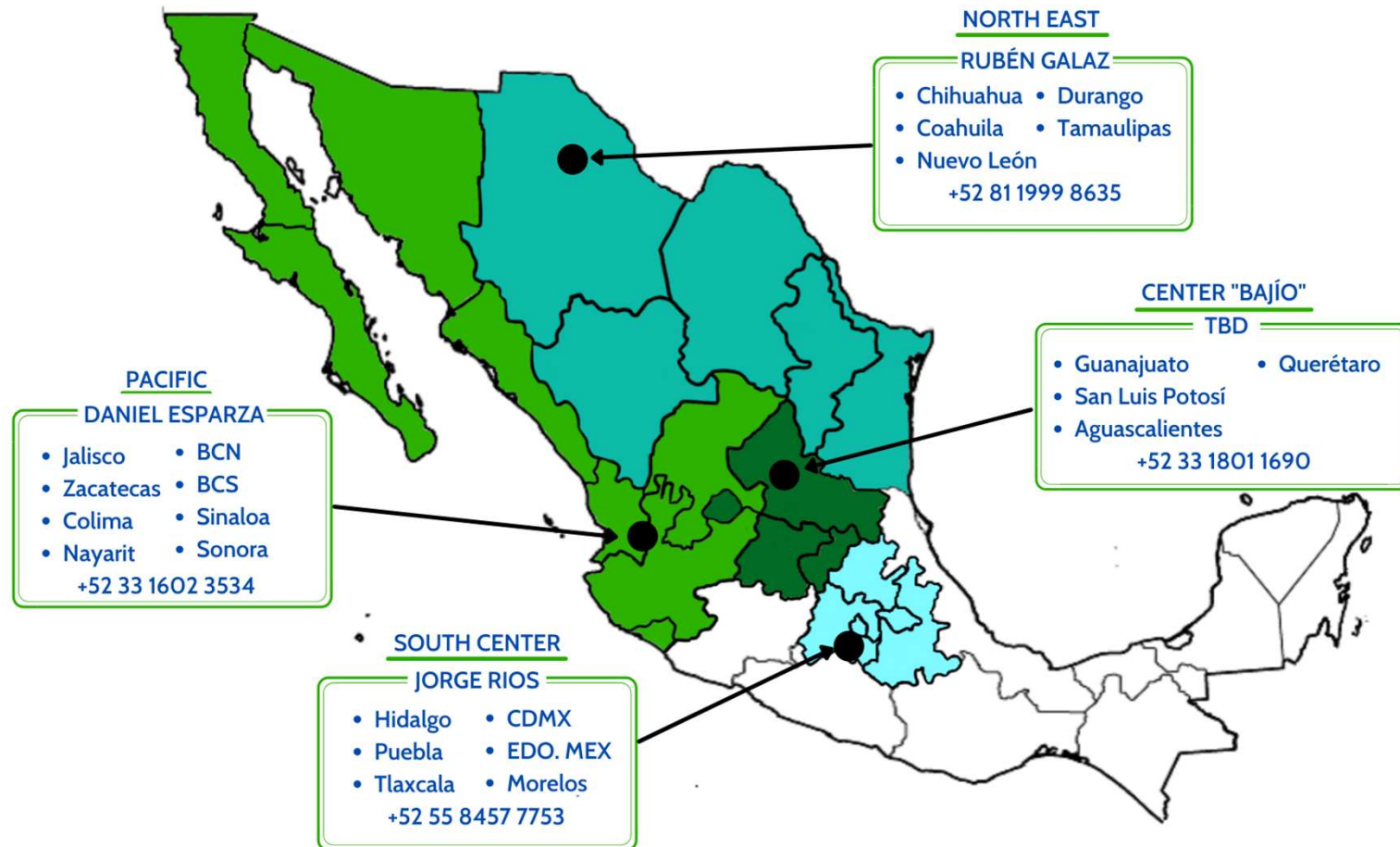
MANUFACTURING  
PRODUCT THAT EXCEEDS CUSTOMER EXPECTATIONS

ept

apg



# COVERAGE



# MAIN CUSTOMERS

