



Bigger Sales Faster™

Build a sustainable sales system for winning larger, more complex opportunities – faster.

Move beyond individual sales heroics.

Bigger Sales Faster is a practical, structured methodology that helps leadership and sales teams identify the right high-value opportunities, reach senior decision-makers, win bigger deals and unlock more growth from existing customers. The goal is not a once-off sales push - it is a repeatable, scalable and team-driven way of selling.

What the methodology is designed to change

Who you target

Focus on the right higher level decision-makers and best-fit big-sale prospects.

How you message

Create value-led, executive relevant messaging that earns attention.

How you sell

Install a disciplined, measurable process that can be repeated across the team.

Companies who implement our system tell us

2-3×

larger deal sizes

28%+

faster average speed to close

22.5%+

increase in expected annual growth rate

180 Days

reported timeframe for results

Results are reported by companies that have learned and implemented the Hunt Big Sales system; individual results will vary.

Built for businesses ready to scale their sales approach

- Pursuing larger, more complex opportunities
- Moving from product-led to solution-led selling
- Transitioning from a 'sales hero' model to a team-selling approach
- Seeking a clearer, more predictable pipeline and forecast
- Wanting a repeatable way to grow strategic accounts

The 3 Part Bigger Sales Faster™ System

Nine core tools. One shared sales language. A practical system your team can use on real opportunities.

Phase 1

Speed to buyers

Reach the right person, in the right company and situation, with a message that creates urgency and earns executive attention.

- Clarify your best big-sale prospects, and who to avoid
- Use a Target Filter to focus effort on the strongest opportunities
- Craft a unique big-sale message for executive buyers
- Identify and secure the right Executive Sponsor
- Clean and prioritise the pipeline for a more factual forecast

Phase 2

Closing the bigger sale

Turn access and interest into a disciplined process for landing complex, high-value deals.

- Define team roles and responsibilities across the sale
- Install a stage-gate process with clear performance measures
- Map the buyers' table and align peer-to-peer contact
- Manage big opportunities through the Movement vs. Motion dashboard
- Use timelines and deal movement to replace false hope with accountability

Phase 3

Selling your customers more

Break through the revenue plateau inside existing accounts and create a customer-by-customer growth strategy.

- Ladder up to higher-level decision-makers
- Scan current customers for new growth opportunities
- Broaden the lens of the work you can do for each customer
- Strengthen and leverage key customer relationships
- Build a Strategic Account Growth plan for priority accounts

From tools to a sustainable sales machine

The methodology is designed to be learned and applied in live sales situations. The implementation journey focuses on integrating the tools, running the machine, driving growth and sustaining success - including cleaner pipelines, consistent stage validation, deal strategy, data-driven decision-making and knowledge transfer to leadership.

How we work with you

The Bigger Sales Faster™ coaching programme combines strategic guidance with practical implementation. Teams learn the tools, techniques and strategies, then apply them to real sales opportunities with ongoing deal coaching and knowledge transfer to build sustainable sales capability and growth.

PHASES 1-3

6 Months (Or Accelerated) Includes:

- Introduction calls for each of the 3 phases
- Pre-call for each of the 9 tools (3 tools in each of the 3 phases)
- Development of the actual sales tool(s)
- Application calls for each of the 9 tools
- Build out of the actual sales tool
- Executive call each month

INVESTMENT

R16,450 per month

Engagement scope and cadence can be tailored to your business, sales priorities and live opportunities.