



JEFFREY KHATER

Founder and CEO

PROFILE

Senior Consultant based in the UAE with over a decade of deep expertise in Tech Business Development and Sales. With a BSc in Information Technology and years of experience in Sales, Jeffrey brings the perfect combination of backgrounds for tech companies and others to scale and grow.

Some of Jeffrey's clients include Aramco, Emaar Hospitality Group, MAF Ventures, Dubai Airports, Daman, NBK Capital, and Mediclinic, with +1,000 users and +1 M\$ projects.

CONTACT



COMPANY OVERVIEW

JK Consulting is dedicated to helping Tech Corporates, SMEs and Startups in paving a solid and proper sales foundation for launching or developing their business. Through our sales consulting services, organizations become more efficient and productive, by having better processes, growing swiftly, and being more cost effective.

SERVICES

GLOBAL SALES READINESS (GSR)

Deliver a GSR Master Playbook allowing organizations to sell to anyone anywhere, quickly, effortlessly, and efficiently.

1. Identity and Offering Definition
2. ICPs
3. Competitors Analysis
4. USPs
5. Pitches
6. Product Pricing
7. Documents Templating
8. Sales Team's RSRs
9. Partner Sales Operations
10. Sales Process

SALES SUPPORT

Provide continuous Sales Support to empower growth, replacing the need to hire several roles or put the weight on management.

1. Sales Strategy
2. Sales Operations
3. Sales Enablement
4. Sales Hiring Advisory

INVESTMENT READINESS

Build and provide a comprehensive set of documents ready to be delivered to investors to ensure a high investment success rate.

1. Complete Business Plan
 - a. Executive Summary
 - b. Company Overview
 - c. Business Description
 - d. Goals and Objectives
 - e. Market Analysis
 - f. Products & Services Modeling and Pricing
 - g. Operating Plan
 - h. Marketing and Sales Plan
 - i. Team Structure
2. Financial Plan and Projection
3. Pitch Deck