
Products. Sales. Results.

Founded in 2007, Acture Consulting Inc is a niche consultancy for emerging, privately owned businesses in the greater Seattle area. The team at Acture is skilled, experienced, and dedicated to complementing your business in building product and revenue traction—the right way. Acture's managing partners and associates have worked with some of the most innovative and high-traction companies in the Puget Sound including Verdiem, Payscale, Apex Learning, Delve Networks, Jobster, Findtouch, Earth Class Mail, Orntax Software, and Microsoft. We have helped enable the timely return of scalable, sellable products that have contributed to over \$100 million in revenue. We welcome the opportunity to work with your company.

Sales & Customer Strategy

HIRE RIGHT, BUILD RIGHT

You have significant achievements to accomplish and you need the right resources in place to accomplish them whether internal or outsourced. The team at Acture has interviewed thousands and placed hundreds of contributors within the Seattle market. Through a methodical process of determining your goals, needed roles, and corporate culture, we have perfected a process of pinpointing and recruiting superstars from our vast network of resources that will help you build your organization with a strong supporting cast.

ENABLE SALES: INSIDE OUT

You need a partner who understands the method of selling as a science, and one who understands the psychology of sales contributors. The team at Acture Consulting understands the positive effects of setting up the right selling culture, values, and compensation plans, to enact the right behaviors and results.

ENABLE SALES: OUTSIDE IN

You need a partner dedicated to enable prospects to find you, inquire, and purchase your services. Enabling sales to grow organically is a tricky and complicated process. You need to maximize your opportunity for growth, while minimizing the resources needed to get there. That is where the expertise of Acture Consulting gives you an advantage. We have seen the successes and the mistakes made. Utilize our knowledge and experience to help you execute on your vision.

MAKE IT SCALABLE, TRACKABLE, & FLEXIBLE

To make your business and revenue generation scalable, you need the right processes, analytics, reports, and communication mechanisms. Your partners at Acture Consulting not only understand which key performance indicators to track, trend, and measure, we understand how to set up the measurement and communication process to make your business flexible.

SALES CONSULTING SERVICES:

- Sales team sourcing, recruiting, hiring, building, training, leading, & optimizing.
- Internal sales structure analysis, recommendation, & execution.
- Prospect targeting analysis, recommendation & execution.
- Lead generation analysis, recommendation & execution.
- CRM analysis, recommendation, launch (or re-launch), administration, & execution.
- Sales messaging, scripting, & communication templates, analysis, recommendation, & execution.
- Sales Process, analytics tracking, reporting, & board preparation.
- Account retention analysis, recommendation, & execution.
- Revenue development within existing accounts, analysis, recommendation, & execution.

Sales & Customer Strategy

Testimonials:

“James is a dynamic and highly creative Sales Leader that thinks outside the box and sees many steps ahead of the game and ahead of the competition. He is an absolute pleasure to deal with!”

Larisa Goldin,
current CEO at Find Touch Inc

“James thrives on helping companies bring new products to market with his willingness to do the heavy lifting start-ups need to prove their products are viable and marketable through tightly controlled testing of messaging in scripts and email templates until he lands on what works - a true partner to the marketing team. The motivation, loyalty, high morale, and performance James brings forth from his teams is inspiring and unrivaled - in short, he creates teams of champions. Those he works for and with should count themselves lucky.”

Natalee Roan,
former CMO at Earth Class Mail

“James is a dynamic and resourceful executive with a uncanny ability to get the job done. Regardless of the challenge, James quickly brings a thoughtful, well-organized solution to the table and executes on it. I marveled at his versatility -- bringing teams together, pulling in a resource from his tremendous rolodex or simply rolling up his sleeves.”

Steve Groenier,
former Senior Director at Earth Class Mail

“From the start, James led his team to hit astonishing numbers. His ability to build and lead such a successful team showed his strategic approach to get the job done. In a nutshell, James exceeds expectations and while keeping the team in mind.”

Teresa Greiner,
former Marketing Director at Jobster

“James Gallagher is without a doubt the finest sales Leader and mentor I have ever had the privilege to work with. James has been instrumental in the development and success of hundreds of sales professionals and dozens of sales managers in the greater Seattle area. I personally witnessed him build two high volume technology sales organizations from the ground up at lightning speed without missing a step. James has an innate understanding of the psychology of a salesperson and a willingness to roll up his sleeves that allows him to hire, motivate and retain top producers and continually improve the results of everyone around him.”

Jason Rasmussen,
current Director of Sales at AdReady

“James is an outstanding executive sales team leader and a true front-end driver for any rapidly growing business. James has been able to recruit, train and develop a stellar team of sales professionals from the ground up. His sales management experience combined with his cultural values are a true asset to any executive management team.”

Todd Leeson,
former Vice President of Marketing at Jobster

“James has excelled at recruiting, motivating and managing a large, diverse team of sales and lead generation professionals. James also has the respect of everyone in the company, including the executive team, his direct reports and other teams of people that work with and around him.”

Dave Lefkow,
current Founder and Owner at Bacon Salt

“James Gallagher--what a pro. I always found his leadership of the sales team at Apex Learning and his affable professionalism refreshing and conducive to collaboration. James is a seasoned leader with a passion for achieving results.”

Ryan Boudinot,
former Manager of Customer Accounts at Apex Learning