

daveshoope.

SALES AGENCY PARTNERSHIP GUIDE



Introduction



As a leading tech and AI consulting firm, Daveshoope over the years have been dedicated to providing innovative solutions across various domains, including education, business, and non-profits.

Our wide range of products, such as **Schoolx** (an integrated Results, Accounting and CBT school management solution), **Smartchurch** (a SaaS Church Data, Reports and Analytics App), **Early Coding Textbooks**, and the **Pathway to Innovation Curriculum**, are designed to meet diverse market needs.

This guide will walk you through the details of our partnership program, aimed at empowering independent sales agents/agencies to succeed while selling and marketing daveshoope's products.



The Sales Agency Program

Independent
Sales Agents

Entrepreneurs
Seeking a lucrative
partnership in the
tech industry

daveshoope Sales Agency Program

daveshoope Sales Agency Program is an exciting opportunity for individuals and agencies to partner with a leading with us in selling solutions people are willing to pay for.

Close Deals, Earn Big.

We offer our partners the chance to sell cutting-edge products and earn generous commissions. Whether you're an experienced sales professional or a budding entrepreneur, this program is designed to support your growth.

Sales Agency
Looking to
Diversify Portfolio

Benefits



Lucrative Commission Structure

Earn a competitive commission on every sale you close. Our structure is designed to reward success, with no cap on your earnings.

Continuous Support

We provide continuous support, including sales materials, product training, and access to a dedicated team for any questions or challenges.



SCHOOL X

 **SMARTCHURCH**

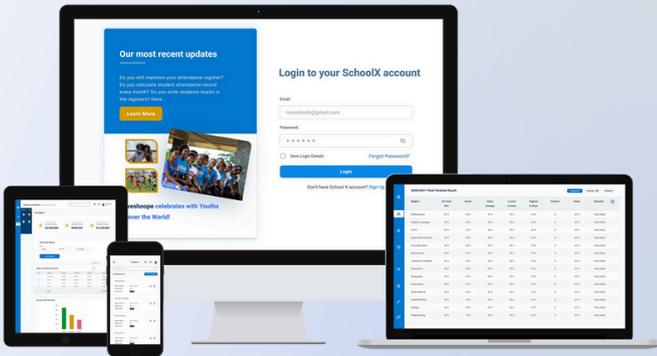
 **EarlyFounders**

**EARLY
CODING
FOR KIDS**

Access to High-Quality Products

You will be selling market-leading products that offer real value to customers, making your sales efforts more effective.

Products Overview

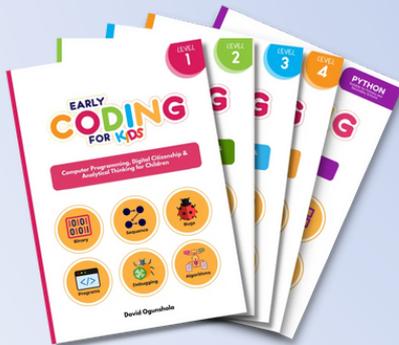
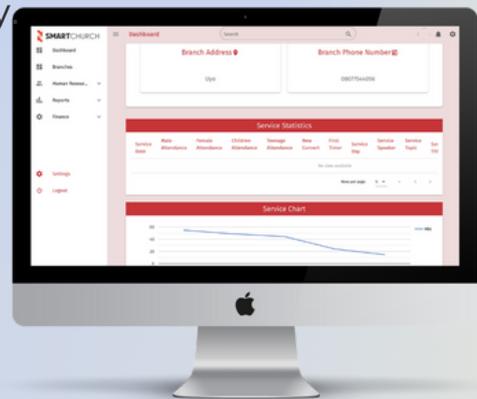


Schoolx

A comprehensive school management solution that integrates results processing, accounting, and a computer-based testing (CBT) system. Targeted at primary and secondary schools, it simplifies administrative tasks and improves efficiency.

Smartchurch

A subscription-based SaaS app designed for churches to manage their operations, track growth, and analyze engagement data. Ideal for pastors and church administrators looking to harness technology to make informed decisions.



Early Coding For Kids Textbooks

A series of coding- curriculum-based textbooks designed to introduce coding concepts to young learners simply and engagingly. Perfect for schools, educational centres, and parents.

Pathway To Innovation

A unique curriculum that fosters creativity, critical thinking, and innovation among young learners. It is suited for schools and educational organizations as well as individual parents looking to develop future-ready students or children.



Sales Process and Responsibilities

Overview of the Sales Process

- Generate leads through various channels.
- Engage with potential customers to understand their needs.
- Present Daveshoope's products and demonstrate their value.
- Close the sale and complete all necessary documentation.

Role of the Sales Agency

- Identify and engage potential customers.
- Communicate product benefits clearly and effectively.
- Follow up with leads to convert them into customers.

Role of Daveshoope

- Provide comprehensive training and resources.
- Support with marketing materials and technical assistance.
- Handle product delivery and customer support post-sale.

Commission Structure

Base Commission Rate

- **15%** of the sales value for all products.

Incentives and Bonuses

- Additional **5%** for every 50 successful sales in a month.

Tiered Commissions

- Higher commission rates for achieving quarterly targets (**20% for sales above 100 units**).

Payment Terms

- Commissions are paid out monthly via **direct bank transfer**, with full transparency provided through an online dashboard.



TRAINING AND ONBOARDING



COMPREHENSIVE TRAINING PROGRAM

- You'll learn about each product, its features, and the target market
- Develop sales skills and techniques tailored to tech products
- Training sessions are available both online and in person

Ongoing Learning Opportunities

- We host monthly webinars on advanced sales techniques and product updates
- Access to an exclusive portal with training videos and articles



CERTIFICATION

- Earn a Daveshoope Sales Certification after completing the initial training

Sales Materials

Daveshoope will provide brochures, digital presentations, case studies, and product demos.

Branding Guidelines

- How to represent Daveshoope's brand across different channels
- Approved logos, color schemes, and messaging to ensure brand consistency

Lead Generation Tools

- Access to email templates, cold-calling scripts, and social media content

Partnership Agreement

Terms and Conditions

The overview of the agreement duration, renewal options, and termination clauses alongside the obligations of both parties to ensure a successful partnership will be shared via email after filling the partnership form.

Duration and Termination

Standard contract length is 2 years, with options for renewal or termination with a 30-day notice period

THE NEXT STEPS



Application Process

- Visit our website (www.patners.daveshoope.com) and fill out the online application form.
- Please look over the partnership agreement and submit the necessary documents.



Initial Setup

- Complete the onboarding training session.
- Set up your sales toolkit and familiarize yourself with our products.



Contact Information

- Reach out to our support team at salespartners@daveshoope.com for any inquiries.
- Call: [+234 814 717 7583](tel:+2348147177583) | [+234 703 120 2166](tel:+2347031202166)

Our Team



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