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In order to understand the sales handover process, it is helpful to imagine it as a relay race where the marketing and sales teams are working together to bring in new business. The marketing team finds new leads and hands them off to the sales department. The sales department will then determine whether these leads are qualified and then follows up with them from there.

## **How to Perfect Your Sales Handover Process**

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The risks of a fumbled handover aren't just restricted to athletics. In Sales, the process of handing over the relationship with your customers from one part of the sales team to the next is a similarly vulnerable point of transition. In SaaS, the race doesn't finish when you make the sale. This is particularly true in a SaaS environment.

## **How to Master Your Sales Handover Process [+Tips] | Intercom**

Sales Handover process. Sales handover is a process for transferring sales activity from one party to another one. In 4X400 Meters relay race, one of the important parameter to the success of team is depending on how smooth the baton is handed over from one person to the next person.

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