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Perhaps your weakest link is in sourcing products, or maybe it's in customer acquisition or on-site conversion. The amount of work and time required to fill that gap will determine whether you need to make an internal full-time hire or go with an outside vendor.

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Net Promoter Score, for example, might seem like a customer satisfaction metric exclusively, but it can impact your sales pipeline. If your existing customers are recommending your product or service to their network, you are more likely to experience organic pipeline growth and unexpected revenue.

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Retail has experienced more change over the past five years than in the prior 50.Indeed, the pace of change accelerated throughout the COVID-19 pandemic as retailers adapted to changes in consumption, channel shifts, and rising customer expectations around speed and convenience.

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