

“WHAT OUR CUSTOMERS HAVE TO SAY

THE CHALLENGE

What was the challenge at hand before working with us & how did that make you feel?

“Due to the nature of our business, where we are both business developers and innovation consultants, we have had a very inconsistent sales approach over the years. This made us feel anxious when sales were low and overwhelmed when sales were high! It has been a bit like being a hamster on a wheel running around in the same pattern of behaviour. **Meeting Scott enabled us to get off the wheel**”.

THE RESULTS

How long did it take to win your first client? How many clients did you sign? What kind of projects were they? What is the expected lifetime value of a client?

“S2 far exceeded our expectations, both in the way they proactively supported us and also in the number of high quality leads. **In less than a couple of weeks, we won our first client from the campaign** who is already doing repeat business with us. **Within another month we had another large sale with exactly the right type of client.** Today we have a number of proposals that are pending a decision and a number of calls and meetings set up!”

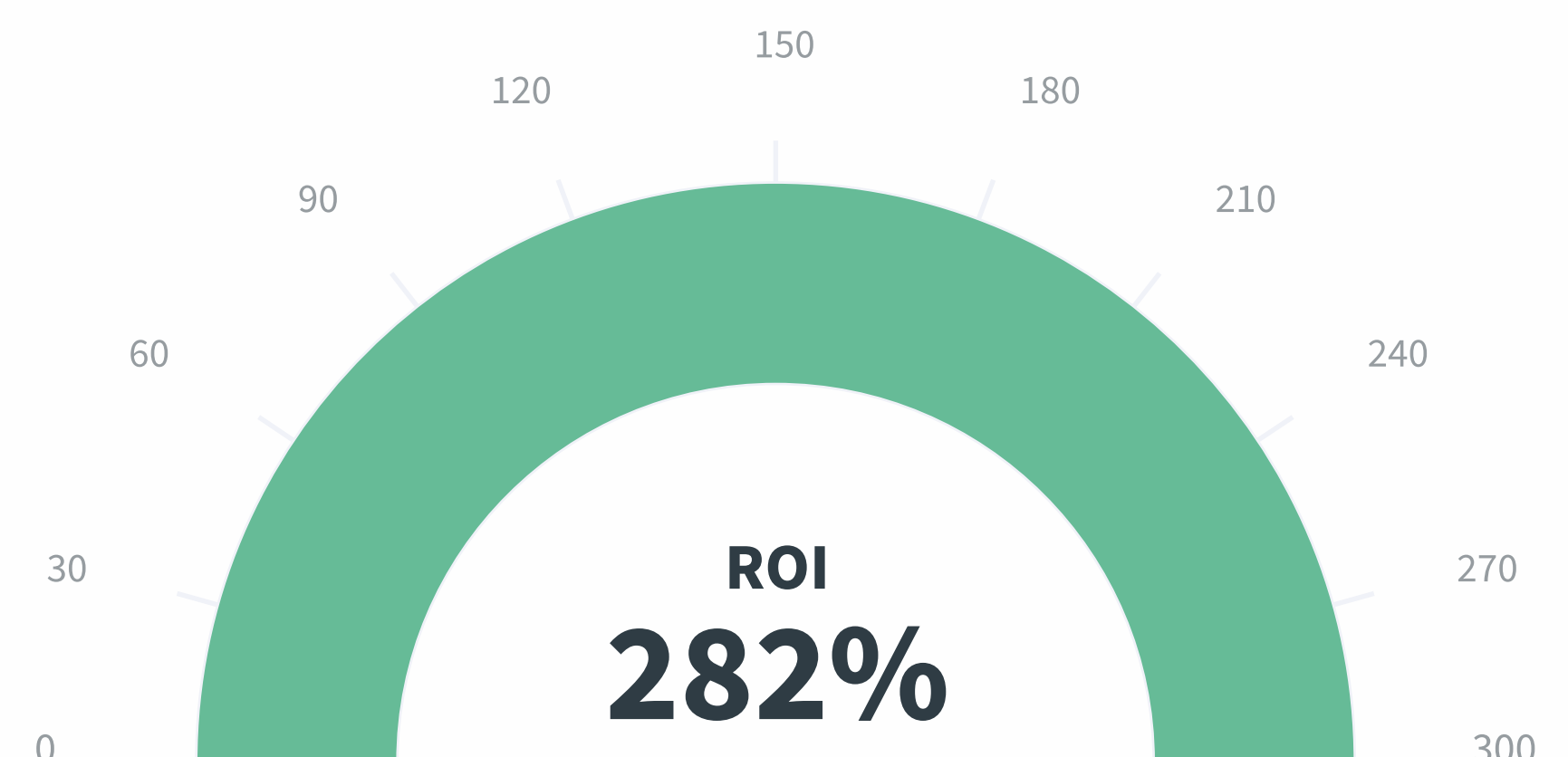
THE GOAL

What were the goals & expectations going into your campaign? Were you skeptical at all?

“What we wanted was help in providing **a consistent approach by using advanced search tools** to help us find the right people who would be ready to engage in a conversation with us”.

THE RETURN ON INVESTMENT

“The lifetime value of clients that we are generating with Scott surpass our investment and will give us a very high ROI. The type of work we provide is highly scalable in and through organisations that are looking to build innovation skills, mindsets and ways of working, particularly in this time of rapid change and digital transformation”.



Natalie Turner

CEO & Founder, The Entheo Network

TESTIMONIAL

“Overall, the experience has been, and continues to be great, and we look forward to continuing to engage Scott. We consider him and his colleagues essential to our performance and part of our broader team. He comes highly recommended”.

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