



“Flume helped the sales team boost revenue by building stronger, two-way relationships with clients.”



Alex Pratt, MD at iGaming Business, Clarion Gaming

CLARION EVENTS STATS

Event organisers

2500 employees

Revenue: \$448m



If you are looking for ideas to increase your sales revenue, contact us.

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CHALLENGE

“In today’s market salespeople require a genuine understanding of the audience and how they buy. **We needed our team to understand our buyers, and effectively act as consultants**, rather than just pushing products on them.”

SOLUTION

“Flume trained the whole team, from managers to sales staff, and tailored the material carefully for each role. Our sales teams learnt how to have **educated, high-level conversations with our clients and deliver tailored packages**. Our managers learnt how to strategise using modern sales techniques and effectively support the sales teams. Plus, Flume followed up to ensure the learning became a central part of what we do.”

RESULT

“What was exciting for the team was that **we not only saw immediate results, but those results kept coming after the training finished**. Flume helped forge a new sales culture, strengthen client relationships and increase revenues. We’ve been so impressed with the results.”

“Training that quickly pays for itself”

“Impressive short and long-term outcomes”