



“With such high impact initially we now use Flume across the organisation with similar results.”



Scott Lutter, Head of Sales, Leyton UK

### LEYTON STATS

Funding schemes for business

260 employees

£37m



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

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### CHALLENGE

“As a business we are going through a huge change, from one very established service that we are highly efficient at selling, to overnight having a suite of services to offer our customers. **Our aim was to continue our high growth of our core offering whilst growing our additional service lines.** Having assessed the capability of the team, we needed a new approach to help us achieve this.”

### SOLUTION

“Finding a partner who could help our sales team to quickly and easily adopt the most powerful portfolio sales approaches was key to our success. **Flume stood out head and shoulders above other training companies** we met due to their modern approaches to sales and their ability to make it easy to adopt new ideas and embed these within our teams. Their use of the most recent sales data to form a new approach to selling was really well received by the team.”

### RESULT

“We have seen incredible results very quickly. **The revenue uplift surpassed our expectations**, the new techniques have seen an increase in portfolio sales, whilst enhancing average deal size of our core service. The sales team adopted the techniques on lost revenue and were able to re-engage what we thought were lost opportunities.”

**£500k** of additional revenue in first month

**10%** increase in average order value