



Case Study

Sales training that drives ROI



“Flume were able to get immediate buy-in from the team and the results quickly followed.”

Richard O'Connor, Commercial Director, EG



RELX MEDIA STATS



Business information, data and analytics



30,000 employees



Revenue: £7.5bn



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

flumetraining.com
info@flumetraining.com
+44 (0)207 459 4166

SOCIAL:



/flumetraining



@flumetraining



/company/flume-training

CHALLENGE

“Taking a new product and a new way of thinking out to a traditionally conservative market, requires sophisticated salespeople. We needed **winning sales approaches tailored to our marketplace** that the team could implement quickly and effectively.”

SOLUTION

“Flume’s pragmatic approach to designing and delivering training allowed us to tailor content to fit with our existing models. Working initially with our Sales Leaders and then the wider team, they have helped us to develop **best-in-class approaches making the learning sustainable over time.**”

RESULT

“The new approaches have been fully integrated into our sales process and we have quickly seen **higher conversion rates and we are closing more business as a result.**”

58% increase in deals closed

8% increase in average order value