



Case Study

Sales kick-off - Celebrating success and building momentum at Claroty



“The biggest challenge that you’ve got now is trying to top this SKO next year.”



Clare Dunstall, Director, Global Enablement, Claroty

STATISTICS

 Computer and Network Security

 310+

 Revenue: \$80m (est.)



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

THE BRIEF

“We’re a very young company and had recruited over 100 people in the last two years so most of our people had never met each other. The SKO was needed for everyone to properly understand how they engage with each other in their roles and celebrate what the company has achieved and keep building the momentum throughout the year.”

THE APPROACH

“We needed a consistency of approach and a foundation. So, we got 230 people together in one room at our live kick off in Rome. The three big topics were to increase the size of deals, showcase value and how we can effectively differentiate ourselves. We worked closely with Flume to ensure openness between both parties and that everything was backed up with research, focusing on why you need to do this and then providing very simple and powerful tools that are going to enable you to do this.”

THE OUTCOME

“We’ve had phenomenal feedback with people saying it was the best SKO they have ever been to. The amount of effort, care and attention from Flume was phenomenal. We could not have done this without them. We had great motivational speakers but the only person who got a standing ovation was Raoul. I don’t know how we would have done it with any other training consultant. “

230 person, live kick-off in Rome

“Flume you were great – legendary!”
Simon Chassar, Chief Revenue Officer