



SALES FOCUS

INTELLIGENT SALES OUTSOURCING

www.salesfocusinc.com

NATIONAL SOLAR ENERGY

ENERGY

CLIENT DESCRIPTION

National Solar Energy is an energy provider for home consumers across the United States based on incentive plans offered by the state government. The solution provides homeowners with a low cost of entry, a cleaner environmental platform, and a reduction in energy costs.

CUSTOMER REQUIREMENTS

The client wanted to deploy a sales team of lead producers and closers in multiple regions across the western United States within 45 days. National Solar Energy engaged with Sales Focus to perform residential lead generation programs and provide those leads to the senior sales team to close the deal.

SALES FOCUS INC. SOLUTIONS

Sales Focus hired, trained, and managed multiple teams in different regions responsible for locating opportunities for National Solar Energy and closing deals.

RESULTS

SFI developed 5 teams of 5 sales agents in multiple territories that successfully sold the solution to homeowners. SFI was able to effectively and efficiently secure leads and close business for National Solar Energy.