



# SALES FOCUS

INTELLIGENT SALES OUTSOURCING

[www.salesfocusinc.com](http://www.salesfocusinc.com)

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## US INTERNET SUPPORT

### INFORMATION TECHNOLOGY

#### CLIENT DESCRIPTION

US Internet Support is a web infrastructure support and delivery provider. US Internet consisted of over 200 employees and had \$20M in revenue. The corporation is based in the Northeast corridor with sales efforts across the US.

#### CUSTOMER REQUIREMENTS

US Internet Support contracted SFI to quickly and effectively launch and manage a sales force to win market share.

#### SALES FOCUS INC. SOLUTIONS

SFI entered into an agreement to develop the marketing message and ideal client profile, set up the organizational structure, then manage the sales force. SFI developed all compensation plans, quota assignments, and recruited, trained, and managed a sales force of 50 representatives across the eastern seaboard.

#### RESULTS

SFI hired, trained, and managed a team of 50 sales executives that grew revenue from \$10M to over \$35M in one year.